

ESCO Summary

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Energy Services Performance Contracting

Statement of Qualifications - Energy Services Company

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Experience

1. Experience Auditing & Identifying Energy & Utility

Conservation Projects: The ESCO's experience in auditing and identifying energy and utility conservation projects. Provide a list of all energy performance contracting projects completed in the past two years, including contract value, client contact & client phone number.

Hermanson Company offers the following experience in auditing and identifying energy and utility conservation projects. Hermanson has been an approved State of Washington ESCO since June 2010. Some of the following projects are complete, others still in progress. Numerous other private facility energy projects are in the preliminary or investment grade audit stages. Preliminary walk-through reviews of their facilities have been conducted and the projects have been determined appropriate for energy services upgrades.



**roosevelt high school
renovation
- seattle**

Project	Scope	Major Sub-Consultants	Contract Value	References / Phone	ESCO Principal / Management
Lakewood School District Upgrades Marysville, Washington	Lighting & HVAC replacement on 2 Schools	None	\$1,757,288	Fred Owyen 425.327.5039	Ken Dyckman
Clover Park School District Upgrades Lakewood, Washington	Lighting & HVAC replacement on 2 Schools	None	\$1,645,015	Bruce Gardner 253.583.5481	John Gundlach
Ferndale School District Upgrades Ferndale, Washington	Lighting & HVAC replacement on 2 Schools	None	\$1,796,360	Tony Torretta 360.383.9347	John Gundlach
Ferry County Memorial Hospital Republic, Washington	Lighting & HVAC upgrades	None	\$2,173,246	Gary Robertson 509.775.8222	John Gundlach
Seattle School District Upgrades Seattle, Washington	Burners & Boilers replacement on 16 Schools	None	\$1,848,376	David Standaart 206.252.0662	John Gundlach
FWPS Decatur High School & Public Academy. Federal Way, Washington	Controls Optimization, Lighting Controls, HVAC	None	\$732,146	Sid White 206.945.5935	John Gundlach
Renton City Hall Renton, Washington	Data Center Cooling Upgrades	None	\$70,000	Greg Stroh 425.430.6614	Peter Szabad
Cornish College; Seattle, Washington	Controls Optimization, Lighting Controls, HVAC	None	\$646,500	Joe Henline 206.726-5006	Peter Szabad
Parker Smith & Feek Bellevue, Washington	Lighting, HVAC, Controls, Water	None	\$250,000	Tony Williams 425.709.3720	Peter Szabad
Tahoma Jr High Ravensdale, Washington	Boilers Replacement, Piping Retrofit	None	\$273,957	Yahya Abdurraheem 425.413.3200	John Gundlach
Silverbow Farms Lakebay, Washington	Ground Source Heat Pumps	None	\$330,000	Ron Martinson 253.884.3314	Peter Szabad
Microsoft Bldg 127 Redmond, Washington	New Data Center Cooling System	None	\$400,000	Jason Bennett 206.510.6845	John Gundlach

Experience

2. Matrix of the Range of Energy and Utility Management

Services Provided by ESCO: Provide a matrix of the range of energy and utility management services provided by the ESCO, including the ESCO’s capability to provide the following services: energy auditing, financing, design, general contracting, construction management/administration, testing and balancing, commissioning, warranty services, measurement and verification of savings, energy savings guarantees and facilitating utility participation to maximize utility rebates and incentives.

Hermanson Company offers the following range of energy and utility management services:

<i>Energy Auditing</i>	Hermanson offers full energy audit services. An initial energy audit is performed. We then acquire electrical, natural gas, and oil utility bills from the local PUD for the past several years and then use that information for a project baseline. The calculated energy savings are then determined and an investment grade audit (IGA) documenting energy use baselines and savings calculations are submitted as part of the contract with the State DES energy program and client/owner.
<i>Financing</i>	Hermanson enjoys over 30 years of experience within the engineering and contracting industry and its financial strength exceeds the industry average. This strength makes it possible to provide and assist with the financing needs of its customers. Long standing relationships with vendors assures reasonable pricing and excellent payment terms.
<i>Design</i>	Hermanson provides detailed engineering design as needed to present the schematic design (SD) for owner review and approval of the proposed measures and to obtain competitive bids. Then PD documents for permits if required for the scope of work. Finally CD level drawings will be produced for obtaining subcontractor bids and implementing construction. CD’s in the form of as-builts will be submitted at completion along with project closeout documents.
<i>General Contracting</i>	Hermanson is proud to offer full general contracting services on each project.
<i>Construction Management/ Administration</i>	Hermanson provides a dedicated construction manager to provide contract administrative functions for the project.
<i>Testing & Balancing</i>	Hermanson offers full testing and balancing services, but may subcontract portions of the services to qualified firms upon review and approval of the owner and the DES energy program.
<i>Commissioning</i>	Hermanson offers full commissioning services, but may subcontract the commissioning portions of this Contract to qualified firms upon review and approval of the owner and the DES energy program.
<i>Warranty Services</i>	Hermanson warrants all materials and workmanship for a period of one year following Notice of Substantial Completion. Specific warranty documents, letters, and extended warranties from manufacturers will be included in the project closeout binder.
<i>Management & Verification of Savings</i>	Hermanson carefully manages and assesses the savings to each project. Through proper documentation of the proposed criteria to meet these savings and the subsequent M&V process to ensure that the goals for savings are being conducted.
<i>Energy Savings Guarantees</i>	Hermanson uses an EEM summary sheet that provides the specific calculated energy consumption savings guaranteed for each energy efficiency measure. Savings calculations are based upon both baseline operating characteristics and specifically proposed operation criteria.
<i>Participation to Maximize Utility Rebates & Incentives</i>	Hermanson works to find all utility rebates and incentives for each project to maximize savings to the project costs and to benefit the owner/client.

Experience

3. **Experience with Measurement & Verification:** The ESCO's experience with measurement and verification (M&V) processes. The ESCO should describe its familiarity with M&V protocols and when each is most appropriately applied.

Hermanson's Measurement & Verification processes include the following steps:

- a. **Baseline Measurements** – These measurements are usually taken prior to any alterations or construction taking place. They are used to determine the baseline utility utilization of the facility. If utility sub-metering is not already installed, baselines will be first recorded taken at the main service utility meters. Copies of utility bills will be gathered from the owner/tenant for comparison and compilation. For more accurate data, individual temporary utility meters can or will be installed depending on the level of accuracy required for base-lining. Electrical usage and temperature, pressure or humidity can be taken with temporary data loggers. Gas and water flow metering will involve installing flow meters into the existing branch service lines feeding the building or remote services. Sub metering (in conjunction with performing an EEM) is recommended when separating tenant utility usage for billing, or optimization of processes is desired.

Once this energy or utility data is gathered from the loggers, it will be factored as to the time (or season) of the year the measurements were gathered, and the remainder of the year factored will be based on current BIN calc data published for the local area. This will provide a calculated annual estimated energy use based on the clients operational procedures and working hours.

(OPTIONAL) If the expanded IPMVP method of measurement and verification is elected, Hermanson may use the following options:



microsoft - seattle

M&V Option	How Baseline is Determined	Typical Applications
<p>A. Partially Measured Retrofit Isolation</p> <p>Savings are determined by partial measurement of the energy use of the system(s) to which an EEM was applied, separate from the energy use of the rest of the facility. Some parameters are stipulated rather than measured.</p>	<p>Projected baseline energy use is determined by calculating the hypothetical energy performance of the baseline system under post-construction operating conditions.</p>	<p>Lighting system where power draw is periodically measured on site. Operating hours are stipulated</p>
<p>C. Whole Facility</p> <p>Savings are determined at the whole-building or system level by measuring energy use at main meters or sub-meters, or using whole—building simulation calibrated to measure energy use data.</p>	<p>Projected baseline energy use determined by measuring the whole-building energy use of similar buildings without the EEMs.</p>	<p>New buildings with energy-efficient features are added to a commercial park consisting of buildings of similar type</p>

Experience

- b. Post-installation Energy Savings Verification – These utility measurements will be taken at the completion of construction, with the same devices and locations as the initial baseline measurements were taken (for comparison of energy savings). They will also be taken at the end of one year after notice of commencement of energy savings for further accuracy as part of the ESCO agreement. Optionally, annual measurements can be taken in years two through ten to yet further verify energy savings, or identify that operating schedules and set points have not been changed to the detriment.
- c. Sub-Metering - Sub-metering installation is desired when separating tenant utility usage for billing, or optimization of processes is desired. We have installed boiler make-up water and cooling tower fill and blow-down meters to save on sewer charges. Similarly meters can be installed on evaporative cooling processes to isolate city water usage. We have installed remote water meters in individual campus buildings to isolate and identify domestic and process water usage for sub-billing accountability. Primary electrical surge metering in conjunction with the BMCS has been installed to circumvent high demand charges during peak energy usage periods.

Hermanson will use trained energy managers, commissioning staff or licensed trade personnel to gather on-site utility data, depending on the nature of the data being gathered. For an investment-grade audit, this can be in the form of voltage, amperage, resistance, temperature, humidity, sound, pressure, flow, level, PH, conductivity, light levels, or on-off logging of lights and electric motors.

Instruments such as amprobes, Alnor flow meters, Hobo data loggers to name a few, are utilized. Some stipulated savings calculations can and will be based on past utility bills rather than investing a lot of time gathering data for an ECM with a long life cycle cost (ROI). Each project has its own individual characteristics and the level of accuracy required for each audit is determined on an as-needed basis.



tahoma junior high school
boiler replacement

Experience

4. Experience Designing, Costing & Constructing

Mechanical and Other Energy System Upgrades:

The ESCO's experience with designing, costing and managing the construction of heating system upgrades (including steam), chilled water system upgrades, heating and air conditioning systems, heat recovery , energy management and control systems, lighting and lighting control systems, water conservation and other utility system improvement including renewable.



**cornish college
renovation - seattle**

Hermanson Company offers the following corporate and employee (John Gundlach's) experience in designing, costing and managing the construction of the following steam systems, chilled water systems, energy management control systems, lighting upgrades:

Project	Scope	Major Sub-Consultants	Contract Value	References / Phone	ESCO Principal / Management
1200 Third Avenue Seattle, Washington	AHUs, VAVs, Condensing Boilers, Controls, Towers & Piping	None	\$2,300,000	Ryan Hurst 206.268.9778	Ken Dyckman
Microsoft Campus Redmond, Washington	AHUs, VAVs, Condensing Boilers, Water-Cooled Chillers, Controls, Towers & Piping, Electrical	None	\$9,500,000	Melinda DeWalt 425.788.3183	Jason Bennett
Nakamura Federal Building Seattle, Washington	AHUs, VAVs, Condensing Boilers, Water-Cooled Chillers, Controls, Towers & Piping,	Flack & Kurtz	\$13,300,000	Marvin Doster 425.895.9000	Paul Robinett
Ferry County Memorial Hospital; Republic, Washington	Lighting & HVAC up-grades	None	\$2,173,246	Gary Robertson 509.775.8222	John Gundlach
Teamsters Building; Tukwila, Washington	Cooling Tower, Pump VFD's, Controls Optimize	None	\$233,000	Joe Tessier 206.441.4860	Peter Szabad
Federal Way Public Schools Phase 2.1, 2.2 – 11 Schools Federal Way, Washington	Lighting, boilers, controls, Retro Cx	None	\$2,000,000	Sid White 206.945.5935	John Gundlach
King County Regional Justice Center; Kent, Washington	Rooftop HRU VFD's, Controls, Refurbish	Wood Harbinger Engineers	\$900,000	Stephen Swinburne 206.296.0624	John Gundlach
Federal Way Public Schools Phase 1.1 – Lake Dolloff Elementary Federal Way, Washington	Condensing Boilers, Lighting	EEL	\$350,000	Sid White 206.945.5935	John Gundlach
University Place School District; University Place, Washington	OB2 Cooling Towers & Piping	BCRA Architects, Weatherholt Assoc.	\$1,200,000	Mike Patterson 253.566.5700	John Gundlach
State of Washington Capitol Campus; Olympia, Washington	Central Chiller, , Piping, Controls Integration, Electrical	None	\$800,000	Kevin Warner 360.902.7236	John Gundlach

Experience

Project	Scope	Major Sub-Consultants	Contract Value	References / Phone	ESCO Principal / Management
State of Washington Capitol Campus; Olympia, Washington	Multiple Bldgs. HVAC, Controls,	A Younker	\$3,000,000	Kevin Warner 360.902.7236	John Gundlach
Eastern Washington University Cheney, Washington	Lighting, boilers, controls, Retro Cx	CTA Architects	\$5,000,000	Shawn King 509.359.4333	John Gundlach
Lake WA School District Juanita High School Juanita, Washington	New RTU's, lighting, controls, HVAC, Retro Cx	None	\$1,500,000	David Zeitlin 425.882.5142	John Gundlach
Whatcom Community College Bellingham, Washington	Cascade Hall New RTU's, Controls	None	\$550,000	Brian Keeley 360.676.2170	John Gundlach
Lake Washington School District – LWHS Kirkland, Washington	Temp. Boiler, utilities, HVAC	None	\$400,000	David Zeitlin 425.882.5142	John Gundlach
Washington State University Pullman, Washington	Multiple Buildings Lighting, Controls, HVAC Retrofit	CTA Architects	\$7,000,000	Terry Ryan 509.335.9352	John Gundlach
Group Health Specialty Services Tacoma, Washington	New Boilers, Piping, Steam Generators for sterilizers	None	\$900,000	James Wood; Trammel Crow 206.988.2713	John Gundlach
Bethel School District; Spanaway, Washington	Multiple Buildings. HVAC, Controls, Lighting	None	\$3,700,000	John Thomson 253.539.6092	John Gundlach

5. Experience Security Utility Incentives: The ESCO's experience security utility incentives for its customers.

In groups 1 and 4 of the above experience listings, each and every one of the EEMs involved securing utility incentives (obtaining energy rebates) from the local utility companies, usually electrical or natural gas. These utility companies are such as Puget Sound Energy, Seattle City Light, AVISTA, Tacoma Power and Light, and Snohomish County PUD. Though local water and sewer districts are eager to conserve usage, they are usually not large enough to offer rebates.

Experience

6. **Qualifications of ESCO Staff:** The qualifications of ESCO staff who will be assigned to this project and of any sub-consultants included on the ESCO's team.

Please see Tab 7, Standard Form 330 for resumes of the key personnel assigned to the ESCO work:

- John Gundlach
- Ken Dyckman
- Peter Szabad
- Tami Sollitt
- David Nehren
- Brian Bourhill
- Jon Duncan
- Scott Connors

Hermanson will usually self-perform all auditing, mechanical engineering and all construction management functions. We also use outside consultants for certain other engineering disciplines, such as lighting, electrical, architectural, acoustical, roofing and structural. Such consultants are Alan Younker, Sparling, ABKJ, BCRA, Wetherholt & Associates, Yantis & Associates, CTA Architects & Engineers. Most all controls contractors are bidder-design.

7. **ESCO Knowledge of EPA's Energy Star Portfolio Manager & Benchmark Tools:** A description of the ESCO's familiarity with EPA's Energy Star Portfolio Manager and other benchmarking tools.

Hermanson offers the EPA Energy Star Portfolio & Benchmarking Tools to clients who are looking for a "second opinion" to Hermanson's EUI summary analysis statements to track and assess energy and water consumption within their individual buildings or across their entire building/campus/district portfolio. This program allows the client/customer to set investment priorities, identify under-performing buildings, verify efficiency improvements, and receive recognition for reaching Energy Star Goals. Hermanson can then assist in any energy measures that will help their buildings reach these goals.



1200 third avenue retrofit
- seattle

Experience

8. Problems & Solutions Experienced on Projects: A discussion of problems experienced on projects and the remedy for those problems.

Hermanson can quickly assess problems within projects through the preliminary audit process. By walking a project we gather information about existing equipment and conditions. We then use that information to research and calculate energy savings measures that will help them resolve those issues and find energy savings to reduce their overall energy bills.

Also in those audit walks, we look for other issues such as aged equipment, facilities that do not meet current building, mechanical, plumbing or electrical codes, IAQ and energy codes, and identify those potential measures to the client as optional or elective scopes that have been plaguing the client for years and contributing to high operation and maintenance costs.

Hermanson takes a proactive role in each project in order to spearhead any issues that may arise. By actively monitoring each project we are able to quickly ascertain problems that arise. We then search for the best solution and implement them so that the project can continue running smoothly and meet project deadlines.

9. Makeup of a Typical Project Team: What is the makeup of a typical project team with regards to the local (WA, ID, OR) vs outside of the regions staffing.

Hermanson's projects are typically in Washington State; however projects have been reviewed, by client request, which are outside of our region. It is important to Hermanson that our clients receive a cost effective, energy efficient project and when we feel we can achieve this for them we intend to help them reach their goals. The Project Team would consist of the same members for Washington state projects as well as outside our region and can be viewed in the below Exhibit 1.

We have also supplement certain teams, such as the field superintendants, by using local affiliated general construction staff. This reduces travel costs to the owner/client and provides a local-to-the-project knowledge of potential, reliable subcontractors, vendors and suppliers. By keeping the team makeup consistent we can ensure that the project will run smoothly and efficiently.



**broadview thomson K-8
boiler replacement -
seattle**

~ END OF SECTION ~

Management Approach

10. ESCO Organizational Structure & Management

Approach: The ESCO's organizational structure and management approach to the project. Clearly describe the roles and responsibilities of typical ESCO staff who will be assigned to any project obtained under this selection and of any sub-consultants included on the ESCO's team. For sub-consultants, describe the ESCO's prior experience working with the sub-consultant.

Attached are Exhibits 1 and 2 depicting Hermanson's ESCO Organization Chart and ESPC Project Responsibilities with job duties relating to those positions. As stated in Item 6, above, it will be customary to perform all design engineering in-house when possible and applicable to our licensing.

In the case where architectural drawings are necessary, we have used BCRA in the past because they are familiar with the building and local to the project and local building codes. The same with using CTA Architects and Engineers in Eastern Washington. We have also used Wetherholt & Associates for roofing consulting and inspections to insure a proper installation.

As the individual project needs arise, we will utilize qualified engineers specific to that EEM.

11. The ESCO Approach to Managing & Delivering its

Committed Work Products: The ESCO's policies and procedures for managing and delivering its committed work products in a timely fashion within contractual obligations, including project development, construction, and post implementation verification.

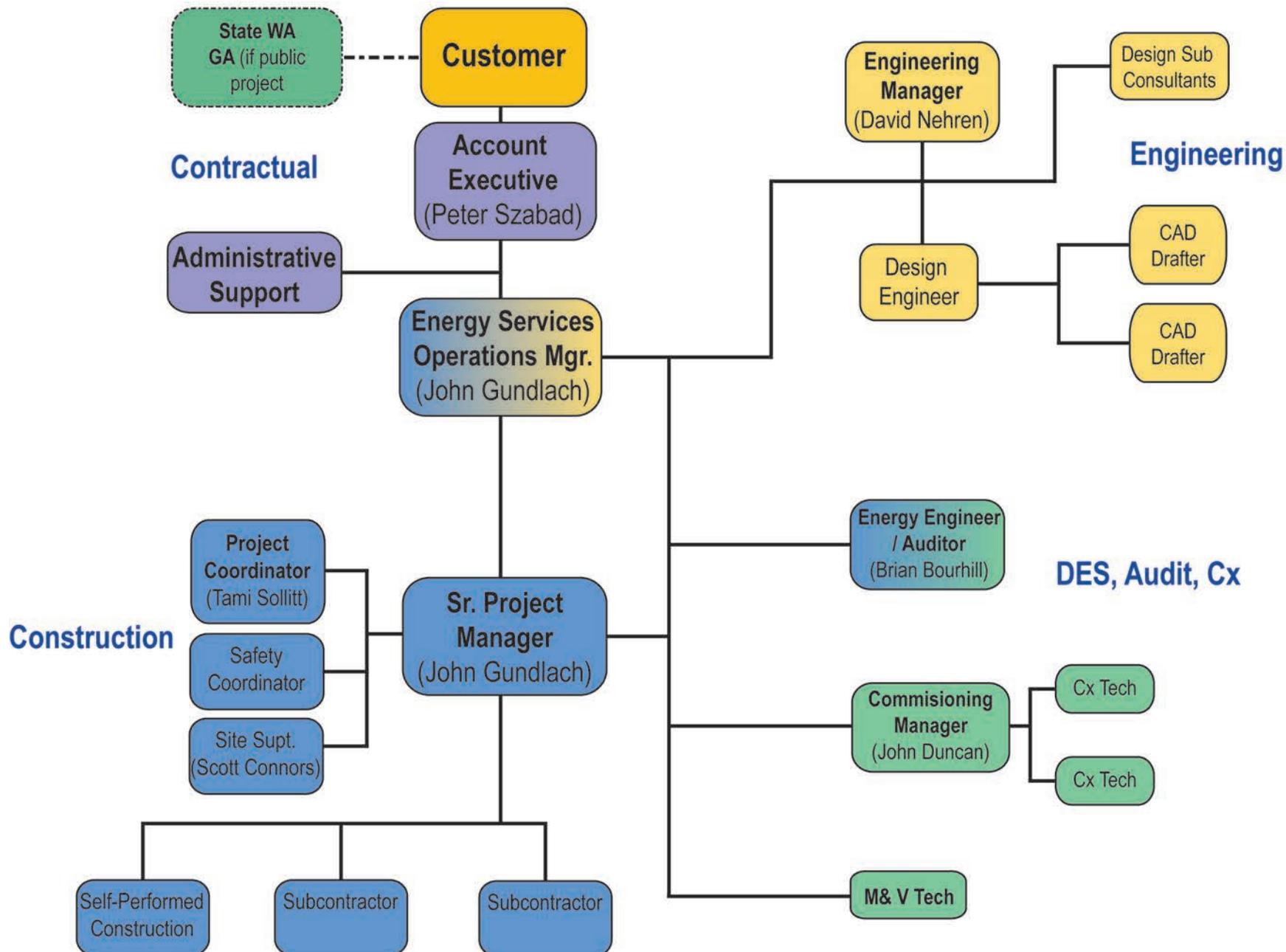
We make every attempt to deliver all products and services on time, and within budget. This starts in the Preliminary Audit stage with the collaborative effort to choose cost effective energy savings measures. We have an exhaustive list of potential measures and years of experience in building systems knowledge in order to identify numerous and obvious energy measures. The timing for outlining the final work scope needs to be performed with sufficient time before the project site activities are scheduled; usually in the Summer when schools are involved. Long-lead equipment deliveries are also a concern and consideration for this is factored in when managing the schedule. When the project is complete post implementation verification is performed to ensure that all measures and equipment/controls are in place and working as stipulated.



nakamura federal building renovation - seattle

Energy Services - Team Organization Chart

Exhibit 1



ENERGY SERVICES PERFORMANCE CONTRACTING PROJECT RESPONSIBILITIES EXHIBIT 2

Hermanson Company
Energy Services

Date: 1/7/2013
By: John G

ENERGY SAVINGS PERFORMANCE CONTRACTING (ESPC) PHASE & DUTIES DESCRIPTIONS

PHASE	STAGE	RESPONSIBLE	DUTIES / SCOPE
Pre-Construction	1 DEFINE PROJECT		
		Account Manager	Initiate Customer Contact Determine Customer Decisions & Intentions Determine Entity's ability to source ESCO (By Laws) Arrange Preliminary Audit Obtain Customer signed ESCO commitment
		Energy Engineer Lighting Engineer M&V Tech Account Manager	Gather Customer's past utility data 2 yr. Gather Customer drawings, sq. footage Define operating hours, aged equipment, pains Compile audit data, EUI analysis Define Customer Energy Use Baseline - M&V Define if ODS or State DES involvement Define Risk Obtain Customer's Investment Limits Prepare, present DES proposal w/EUIs (OPT) Assemble, present ESP to Owner Obtain signed NTP to IGA or ESCO commitment
		3 INVESTMENT GRADE AUDIT (IGA) & ESP	
	Energy Engineer Lighting Engineer M&V Tech	Perform Prelim. Engineering Set data loggers, retrieve (further) energy data Obtain utility company rebate / grant commitments Assemble, present ROM budget estimates Obtain Customer's Board approval to proceed	
	Account Manager Energy Engineer Sr. Constr Manager	Assemble, present energy cost savings Assemble, present pre-final (or Gmax) budgets Present Investment Grade Audit (IGA) to Owner Assemble & present Energy Services Proposal (ESP) Obtain Customer's Board approval to proceed (OPT) File for OSPI or other Govt. Grants Prepare project turnover package	
	4 CONTRACT		
			Prepare sign ODS or DES Contract Confirm funding in place Issue formal NTP
Construction	5 PERFORM - DESIGN ENGINEERING & CONSTRUCTION		
		Mechanical Engineer	Prepare SD, PD, CD Engineering Equipment selections Sub Consult - Electrical, Lighting, Structural Engineering
		Sr. Constr Manager Project Manager Project Coordinator Field Superintendent	Contribute in all risk review meetings Prepare job packages, Control budgets Site specific safety plan, implementation Site supervision, subs scheduling Document control, RFIs, Change Orders, Correspondence Prepare billings Prepare RFP's, respond to RFI's, Bid Walks Prepare construction schedule Draft subcontracts to consultants Draft subcontracts to subcontractors Order, expedite equipment as applicable Conduct regular owner meetings Compile issues logs, meeting minutes Compile punch lists, process, complete Compile as-builts, O&M's, Warrantee letters Compile closeout binder Perform owner training
	Commissioning Tech	Functional performance checks Point-to-point checks Test, balance, compile reports	
Post Construction	6 MEASURE & VERIFICATION		
		M&V Tech	Notice of Commencement of Energy Savings 1 year post M&V - measure, verify, report
	Account Manager	Phase 2 follow through	

Management Approach

12. Approach To Marketing DES Energy Program:
The ESCO's approach to marketing the DES Energy Program to potential client agencies in conjunction with DES personnel.

It is understood that all public K-12, higher education, City, County and State ESCO projects will be performed through the State DES Energy Program unless the entity specifically requests otherwise and State law permits (such as under a small works contract). Whether the client is new to the ESPC process or has previous experience performing EEM's, it will be re-addressed at the initial offering and at subsequent phases how the process and project teamwork works so there are no misunderstandings.

All terms and conditions will be put in writing if not already under a Master Agreement. Prices will be documented at the onset. Meetings will be regular to disclose progress, discussions, design reviews, budget status and unforeseen conditions. The State GA oversight and approval of all steps throughout the project will be encouraged and not overlooked.

13. Minimum Size Project: What is the minimum size project your firm would consider viable.

Hermanson is a design-build contractor. We have several divisions that can take on any size project, whether self-performed or subcontracted, to help our client/owner achieve their building performance goals. Therefore, there is not a minimum size project that we cannot handle.

14. Approach to Effectively Communicate Project Information with DES Energy Program: The ESCO's approach to effectively communicate project information with the DES Energy Program prior to sharing with client agency.

Once the client agency doors are opened to Hermanson and our ESPC capabilities and the State energy program, Hermanson will inquire if the client agency desires to conduct the energy improvements under the guidance of the DES. In the majority of cases this is most beneficial to the client if they do not have sufficient, trained construction project management staff and procedures in place. Some of the very large districts (for example) do have staff available and designated for ESPC work so some choose to self-perform. For the most part, the DES method of project management to assure compliance with the State ESPC program is the preferred method of contracting.

a collaboration of communication and efforts between the owner, the DES, the ESCO and the utility companies will be key to a successful project

Management Approach

At that point, before any baseline energy data/history or audit walks are performed, Hermanson will contact the DES Olympia office to get a DES project manager assigned and introduced to the client. Once DES contact is made, and client/DES discussions take place of the IAA agreement requirements, the DES is invited to attend any and all audit walks with Hermanson in looking for energy efficient measures. From that point on, the DES and the client are both engaged in communication with Hermanson in all minutes, email copies, records of conversations and other documentation leading to the IGA , ESP, and project implementation.

15. Approach to Project Development: The ESCO's approach to project development from marketing to delivering the ESP.

Hermanson's approach is to connect with, build client trust in our organization, and maintain sustainability in the client's present operations and future planning, while saving them money, both in utility bills and in operations and maintenance. An outfall of that is a better learning or working environment for the client facilities with improved indoor comfort, improved lighting levels, and reduced absenteeism due to poor indoor air quality or water sources. Though this is stressed in all our projects and client commitments, this philosophy fits even truer in the energy services realm.

Client confidence in all aspects of Hermanson's deliverables, from project development, marketing, engineering, design, construction, contracting, commissioning and successful turn-key turnover are our values through all stages of the process. We strive to let no one spoke of that wheel to be less strong or less committed than the entire organization or process.

16. Methods for Contracting the Installation: The method for contracting the installation of the measures, maintaining cost competitive pricing, and whether the ESCO uses open book pricing.

In contracting the installation, we will obtain up to three responsible, competitive bids during the pre-construction phase to insure the best available costs for the client. Certain trades may be sole-sourced, such as building controls of a common equipment manufacture, but Hermanson has many years of experience in developing and predicting controls costs.

Each monthly progressive construction cost invoice is backed up with the subcontractor's copy of their itemized invoice in open book fashion. Same with materials, rentals and other direct costs.

They will also be substantiated. ESCO construction management, overhead and fees are then proportionately added and invoiced at pre-defined, fixed percentages.

Management Approach

17. Proceducrees for Timely Closeout of Construction

Projects: The ESCO's procedures for timely closeout of construction projects delivery of O&M Manuals, commissioning reports and other pertinent paperwork to the DES Energy Program and the client agency.

O&M manuals are gathered throughout the project, and assembled in binders (or on CD if the client elects) and handed over to the client at the owner training session. This session is usually a little behind equipment startup, testing and balancing and substantial completion. We make sure the equipment systems are operational and all punch lists, issues logs are completed before turning the project over to the client. Commissioning reports may be inserted in the O&M binder later, but shortly after the results are documented. Once start up is complete and the client is operating and using the systems or equipment, the warranty period starts and a Notice of Commencement of Energy Savings is transmitted to the client and DES. All other paperwork is also gathered and forwarded to DES (compliance forms, wage intents, final invoicing, warranty letters, etc) for final execution of the contract. The one year M&V scope is usually not billed until that period occurs and a full year's of recent utility bills is gathered for comparison and documentation.

18. Procedures for Timely Submittal of Required

Documentation: The ESCO's procedures for timely submittal of required documentation to Departments of Revenue, Employment Security, and Labor and Industries.

Hermanson has dedicated staff to monitor, track, document and process all required City, State and Federal requirements, and does this as regular business in as much as we are a licensed construction firm regardless of the client. All taxes, labor reporting, permits and the like are routinely maintained and kept current.

19. Approach to Mitigated Risks: The ESCO's approach to mitigated risk associated with guaranteed cost, savings, and performance.

At the Preliminary Audit stage, the construction costs with professional services are budgets and may require further examination or adjustment. At presentation of the final Energy Services Proposal (ESP), the cost estimates are final and binding guaranteed maximum (GMAX) prices and are the basis of the Contract.



maple leaf reservoir
burial project

Management Approach

At the Preliminary Audit stage, the construction costs with professional services are budgets and may require further examination or adjustment. At presentation of the final Energy Services Proposal (ESP), the cost estimates are final and binding guaranteed maximum (GMAX) prices and are the basis of the Contract.

If there are desired changes to the work scope or conditions involving additional costs, we will advise the GA and owner timely of the changes and resolve how we (the ESCO) can be agreed to be reimbursed before proceeding, either by using contingency funds or additional capital infusion by the owner.

Calculated energy savings are agreed upon and guaranteed in writing by Hermanson at the inception of the project in the ESP. Current baseline energy usage and estimated (or stipulated) energy use will be documented.

At the completion, during close-out stage, a re-measure and verification process may take place, logging utility meter readings or specific data loggers after the EEM's are in use. We also re-perform this M&V step at period one year after substantial completion (or owner occupancy) of the project scope.

If the energy use is more than the estimated savings, Hermanson will reimburse the client the difference of the stipulated savings versus the actual savings for that year period, or make repairs to the EEMs at our expense until they meet the projected usage. The client's energy bills will be the determining factor. This assumes all operating parameters and set points have not been changed by the client or another person, the use of the building remained the same, and adverse weather conditions beyond the previous year's normal ASHRAE bin calc data did not occur during that period causing excess use of heating or cooling equipment. Meter reading savings will need to be adjusted if utilities raise their consumer rates unless pre-calculated and disclosed in the original ESP. The comparison will be kWh, NG therms, Oil gallons, or water CCF, not the dollar amounts.

20. [Approach to Sharing EPACT Tax Credits: The ESCO's approach to sharing EPACT tax credits with client agencies.](#)

The Internal Revenue Service allows the property owner, designer or installer to claim a tax deduction as an incentive for utilizing energy efficient design under IRS code 179D. If the client is a tax exempt public entity and is unable to directly benefit from the tax deduction, as a designer and installer, Hermanson Co. can benefit from the tax deduction as long as the energy related measure(s) meet the Federal cost effectiveness criteria.

Management Approach

The tax deduction allows the recipient to deduct the cost of the energy-efficient projects from their taxable revenue. As a result, the tax paid by the recipient is reduced by the tax deduction, multiplied by their tax rate.

To demonstrate our appreciation for the opportunity to perform the energy measures at the facilities and for the client facilitating the tax deduct pass through, Hermanson Co. will provide the client with free (or tax credit-applied) services pertaining to future energy projects, based on a percentage of the net post-tax economic benefit to Hermanson.

We anticipate the tax credit for the above project will be as follows:
(EXAMPLE)

Tax Deduction (per worksheet).....	\$130,553
Post-Tax Benefit (based on 35% tax bracket)	\$45,693
Less Costs (tax consultant, accountant).....	\$3,800
Net Tax Benefit	\$41,893
Free Services Credit to Future Hermanson/client ESCO Projects	\$7,331 (17.5%)

21. Approach to Meeting Public Works Requirements for

Apprenticeship Training: The ESCO's experience and approach to meeting the public works requirements for apprenticeship training programs as directed by Chapter 39.04.320 RCW.

Apprenticeship utilization is encouraged and practiced at Hermanson consistently and repeatedly. As a union-affiliated business with Local Unions 66 (Sheet Metal Workers) and Local Union 32 (Plumber and Pipe Fitters), we are constantly rotating new apprentices through the state-recognized apprenticeship programs to keep the attrition rates level or on the rise to keep up with current (and future) labor force requirements. If we subcontract the work rather than self-perform, we usually select contractors with similar union affiliations and apprenticeship procedures.

Management Approach

22. Utilization of Minority & Women-Owned Business

Enterprises: How Minority and Women Owned Business (MWBE) enterprises will be utilized in the project.

MWBE Enterprises will be solicited and utilized when all possible, depending on their availability, experience with similar projects and work scope, prevailing wages compliance, ability to complete on time with adequate manpower, supervision experience and other similar quality contractor attributes and workmanship. If their prices are higher than other bids for the same work, the GA and owner will be advised of the budgets and discussion will take place how to proceed without penalty to the ESCO contractor.

23. Policies & Procedures for Recycling Materials: The ESCO's policies and procedures for recycling materials such as lamps, ballasts, fixtures, ceiling tiles and other recyclable materials.

Recycling materials is standard procedure for Hermanson. Removed fluorescent lamps will be kept intact, unbroken and boxed for shipment. Used, removed ballasts will be packaged PCB-contained and other ballasts separately. Light fixtures will be recycled for metals recovery. Such materials will be shipped to handlers licensed to accept, store and recover such materials. Manifests of receipt will be obtained for all materials shipped relieving the owner of further responsibility.

Used HVAC equipment (boilers, chillers, cooling towers, AC units, fans, etc.) will be scrapped for recycling reusable metals). Ceiling tiles will be reused whenever possible unless damage or poor appearance prevents the same. Damaged non-ACM tiles will be hauled away with other construction debris with precaution to keep dust contained throughout the handling and transporting.



bertschi school living
science building

Management Approach

24. Approach to Addressing Hazardous Materials: How the potential hazardous materials encountered in the installation of energy efficiency measures will be managed; and whether the ESCO has been cited by the Washington Department of Ecology, Federal Environmental Protection Agency or any other regulatory agency for inappropriate handling, transportation or disposal of hazardous materials. If cited what was the ESCO's remedy. Being cited does not automatically constitute disqualification as an ESCO.

Hazardous and potential hazardous materials encountered will be handled as follows:

- a. During the Audit Stage – Any potential hazardous materials discovered during audits will be documented in a clarifications page as part of the ESP or a separate document/notice to the owner. No further action by either party is required at this time.
- b. During the Construction Stage – At the onset, it is inquired of the owner to provide third party Good Faith Asbestos and Other Hazardous Materials reports for the facilities for the record. If no report is available, and/or if new hazardous materials are discovered, or require removal in order to accomplish an ECM or FIM, the owner is given the choice to subcontract the abatement themselves or Hermanson construction management will expediently subcontract the abatement to a qualified subcontractor at an additional charge to the base ESCO agreement by change order authorization. If the project contract is GMAX and under budget at completion, no additional construction costs will be required to perform the abatement.
- c. Hermanson has never been cited for mishandling ACM, recovered lamps & ballasts, waste construction materials or recyclable construction materials or removed HVAC equipment or scrap materials.

~ END OF SECTION ~

Computation of Energy Baseline & Post Installation Energy Use

25. Computation of Energy Baseline & Post Installation

Energy Use: Describe the methodology used to calculate baseline energy use and savings of different types of EEMs. This should include a description of the various software tools that are utilized in the calculation process. Include the methodology used for campus settings that are master metered.

The following is Hermanson Company's methodology to determine energy and utility usage without individual building metering:

- a. Baseline Measurements – These measurements are usually taken prior to any construction taking place. They are used to determine the baseline utility utilization of the facility. If utility sub-metering is not already installed, baselines will be first recorded taken at the main service utility meters. Copies of utility bills will be gathered from the owner/tenant for comparison and compilation. For more accurate data, individual temporary utility meters can or will be installed depending on the level of accuracy required for base-lining. Electrical usage and temperature, pressure or humidity can be taken with temporary data loggers. Gas and water flow metering will involve installing flow meters into the existing branch service lines feeding the building or remote services. Sub metering (in conjunction with performing an ECM) is recommended when separating tenant utility usage for billing, or optimization of processes is desired.

Once this energy or utility data is gathered from the loggers, it will be factored as to the time (or season) of the year the measurements were gathered, and the remainder of the year factored will be based on current BIN calc data published for the local area. This will provide a calculated annual estimated energy use based on the clients operational procedures and working hours.

- b. Post-installation Energy Savings Verification – These utility measurements will be taken at the completion of construction, with the same devices and locations as the initial baseline measurements were taken (for comparison of energy savings). They will also be taken at the end of one year after notice of commencement of energy savings for further accuracy as part of the ESCO agreement. Optionally, annual measurements can be taken in years two through ten to yet further verify energy savings, or identify that operating schedules and set points have not been changed to the detriment.



Computation of Energy Baseline & Post Installation Energy Use

- c. Sub-Metering - Sub-metering installation is desired when separating tenant utility usage for billing, or optimization of processes is desired. We have installed boiler and cooling tower fill and blow-down meters to save on sewer charges. Similarly meters can be installed on evaporative cooling processes to isolate city water usage. We have installed remote water meters in individual campus buildings to isolate and identify domestic and process water usage for sub-billing accountability. Primary electrical surge metering in conjunction with the BMCS has been installed to circumvent high demand charges during peak energy usage periods.

Hermanson will use trained energy managers, commissioning staff or licensed trade personnel to gather on-site utility data, depending on the nature of the data being gathered. For an investment-grade audit, this can be in the form of voltage, amperage, resistance, temperature, humidity, sound, pressure, flow, level, PH, conductivity, light levels, or on-off logging of lights and electric motors. Such instruments are amprobes, Alnor flow meters, Omega data loggers to name a few. Some stipulated savings calculations can and will be based on past utility bills rather than investing a lot of time gathering data for an ECM with a long life cycle cost (ROI). Each project has its own individual characteristics and the level of accuracy required for each audit is determined on an as-needed basis.

26. Potential Scenarios for a Modified Baseline:

Describe potential scenarios where a modified baseline may be proposed.

A modified baseline energy use (for each individual EEM) might be necessary to establish if insufficient access to the equipment or systems took place during the preliminary audit, if individual energy monitoring was not performed other than the whole facility assessment, if future energy use changes are expected within the measurement boundary, if existing DDC computer access, energy data or trend logs were not available, or if other variables are apparent that may change the net outcome of predicting the potential energy savings of the project. These modifications will be documented in the IGA calculations for clarification.

Computation of Energy Baseline & Post Installation Energy Use

27. ESCO's Utilization of M&V Process: Describe the ESCO's utilization of the M&V process in the establishment of baseline energy use and the post installation energy use.

Hermanson's fully utilizes the M&V process both in the establishment of baseline energy use and post energy use. Copies of utility bills will be gathered from the owner/tenant for comparison and compilation. Energy usage will be taken from various forms of data loggers and factored into the baseline energy use. The same process is used one year after final installation date to calculate the post installation energy usage to ensure that energy savings are occurring with the energy efficient measures that were calculated for the project. Hermanson follows the industry standard IPMVP methods in determining most accurate forms of measurement based on each individual project

~ END OF SECTION ~

Savings & Equipment Performance Guarantees

28. Project Cost Guarantee Policies and Procedures:

The ESCO's project cost guarantee policies and procedures; including remedies when project costs exceed ESCO estimates.

At the Preliminary Audit stage, the construction costs with professional services are budgets and may require further examination or adjustment. When presenting a final Energy Services Proposal (ESP), the cost estimates are final and binding guaranteed maximum (GMAX) prices and are the basis of the Contract.

In the event the project costs exceed the ESP (and contract) in aggregate, if there is no change to the work scope or conditions, there will be no extra charge to the owner for cost overruns. If any one or several energy efficiency measures (EEMs) exceed their budget, but the entire project is still under budget, the owner still receives the aggregate cost savings.

If there are desired changes to the work scope or conditions involving additional costs, we will advise the GA and owner timely of the changes and resolve how we (the ESCO) can be agreed to be reimbursed before proceeding, either by using contingency funds or additional capital infusion by the owner.

29. Energy Savings Guarantee Policies & Procedures: The ESCO's energy savings guarantee policies and procedures, including remedies when actual savings are lower than the ESCO's estimates and guarantees, and the length of the savings guarantees.

Calculated energy savings are agreed upon and guaranteed in writing by Hermanson at the inception of the project. Current energy usage and estimated (or stipulated) energy use will be presented at that time and before during the ROM budgeting stage.

At the completion, during close-out stage, a re-measure and verification process will take place, logging meter readings after the ECM's are in use. We also re-perform this M&V step at period one year after substantial completion (or owner occupancy) of the project scope.

If the energy use is more than the estimated savings, Hermanson will reimburse the client the difference of the stipulated savings versus the actual savings for that year period, add or make repairs or adjustments to remedy the measures. The determining comparisons will be therms or kWh consumed, not dollars. The client's energy bills will be the determining factor. This assumes all operating parameters and set points have not been



bonney lake high school -
bonney lake

Savings & Equipment Performance Guarantees

changed by the client or another person, the use of the building remained the same, and adverse weather conditions beyond the previous year's normal ASHRAE bin calc data did not occur during that period causing excess use of heating or cooling equipment. Meter reading savings will need to be adjusted if utilities raise their consumer rates unless pre-calculated and disclosed in the original ESP.

30. Equipment Performance Guarantee Policy &

Procedures: The ESCO's equipment performance guarantee policies and procedures, including remedies when performance of equipment is not met.

Usual and customary manufacturer's guarantees on equipment is one (1) year after put in use or 18 months after shipped to the site, whichever is shorter. Some manufacturers (chillers, controls for example) offer longer guarantees for a premium so if the project is under budget, it is best to take advantage if that.

If there is a problem with the equipment during the first year of use, the client just calls us (the ESCO) and we contact the vendor or we will dispatch our own service technicians to remedy the problem. There is no charge to the client for this service unless it is found the client did not properly operate or maintain the equipment per the manufacturer's instructions. If the owner self-financed the project, he is still responsible to operate and maintain the equipment as if he had full unencumbered ownership.

If after the warranty period has expired, the client may contact Hermanson Service to make repairs at additional cost or the client may perform repairs with their own maintenance staff, assuming they are qualified technicians. If there is an issue of original workmanship, such as new pipe or duct leaks, or improperly undersized equipment that occurred before the warranty expired, Hermanson will fix those at no charge to the client.

31. Warranty Enforcement Role: Provide information on the ESCO's warranty enforcement role and the ESCO's responsibility, if any, when there is an equipment failure beyond the warranty period when the client agency has financed the project and assumed ownership of the installed equipment

Hermanson warrants all materials and workmanship for a period of one year following Notice of Substantial Completion. Specific warranty documents, letters, and extended warranties from manufacturers will be included in the project closeout binder.

Savings & Equipment Performance Guarantees

32. **Financing Ability:** The ESCO’s project financing ability. Describe capability for carrying costs until completion of the installation of energy efficiency measures. Describe capability and willingness to fully finance project over a financing term including how the interest rate the ESCO would use is determined. Provide letters of commitment from funding sources or from ESCO’s Chief Financial Officer if self-funded.

Hermanson Company’s financial strength is well suited for the energy services and building retrofit market. We are a 34+ year old design-build mechanical contractor with depth in experience of all phases of | construction. We can stand behind our designs, our management, our workmanship and our reputation for completing projects on time and on or under budget. A strong financial background insures projects will be completed and quality and workmanship remain uncompromised.

With that comes our success in managing capital, properly re-investing in up-to-date equipment and machinery and continuous awareness and striving in remaining a lean operation. Those traits afford the customer with the best pricing.

In as much as most, if not all, State energy services projects are either performed with school district funds, State loans, or of more recent, Federal stimulus funding, the need for us to lend the user construction funds is not necessary. It is also not the most economical to perform energy services work under a true ESPC arrangement. Waiting to pay us out of energy savings will have higher than normal interest and handling fees. Work will proceed and be completed on a monthly progressive billing procedure, which is usual and customary practice to the construction industry. If the situation arises, per the customer’s request we can and are very willing to make arrangements with lending institutions for construction funding. Then the owner and bank will have a direct relationship with mutual commitments. We would recommend the owner link the payments to the annual or monthly energy savings so they are not out of pocket during the pay-back period.

Attached are a current Hermanson financial statement – included as a separate document – and a letter from our bank for reference.

Hermanson Company Principals

Rick Hermanson President
 Dan Brock Chief Operations Officer
 Dean Fox Dir of Labor Management
 Knut Nicolaisen Senior Account Executive
 Ken Dyckman Senior Account Executive
 Paul Robinett Senior Account Executive
 Stephen Hengl Dir of Proj Management

Labor Affiliation

- Sheet Metal Workers International Association, Local 66
- United Association of Plumbers & Pipe Fitters, Locals 32 & 26
- Laborers International Union, Local 28

Services

- Pre-Construction Planning and Constructability Review
- Mechanical Engineering
- Budget Estimating
- Project Management
- Value Engineering
- CADD Detailing & MEP Coordination
- Custom Sheet Metal Manufacturing
- HVAC Sheet Metal Installation
- Piping and Plumbing
- Temperature Controls Design & Installation
- Air & Water Balancing
- Project Knowledge Center®
- Emergency Service & Maintenance
- Energy Services

Financial & Bonding

Dun & Bradstreet 3A2
 Bonding Capacity \$100 million
 2009 Revenue \$98,000,000

Current Staff / Capacity

Plumbing & Piping Manpower55
 Sheet Metal Field Manpower61
 Shop Manpower40
 Project Management, Engineering &
 Administrative Support65



All of **us** serving you®

Ken Case
WA Commercial Banking
10800 N.E. 8th Street Suite 550
Bellevue WA, 98004

February 18th, 2013

Department of Enterprise Services
Engineering & Architectural Services, Energy Program
1500 Jefferson
P.O. Box 41012
Olympia, WA 98504-1012

RE: Project No. 2013-133 – Energy Services Company (ESCO) Qualifications

To Whom It May Concern:

This letter is to confirm that Hermanson Co LLP is a long-time customer of U.S. Bank. We have both a deposit and credit relationship with them dating back to May 1997. Deposits averaged the moderate six figure range over the past 12 months with no NSF's or overdrafts. We extend a Revolving Line of Credit to the company in the middle seven figure range with existing maturity of 6/30/2013 and intent to renew to 6/30/2014. We also extend a term loan which is handled as agreed.

We appreciate this long-term relationship, management's experience and would entertain additional request for credit.

Please feel free to call me should you have additional concerns.

Sincerely,

Ken Case
Assistant Vice President
425-450-5722

Appendix 1

Sample Performance Contracting Project

1a. Preliminary Audit

Hermanson Company **Real, WA, 98032**
ENERGY SERVICES **(206) 575-5100**

Date: 02/02/2012
 By: John G

ENERGY UTILIZATION INDEX (EUI) AUDIT DATA SHEET

Single Meter Multiple Meters (collected backup sheets)

Facility Name: Lakewood Middle School
 Facility Type: Public School (public)
 Electric Utility Co.: SPUD
 Gas Utility Co.: PGE
 Green Square Footage: 107,206 SF

Facility Location: 1000 1 mile Dr. NE
 City, State Zip: Andover, WA, 98003
 Electric Meter Number: 03 meters +
 Gas Meter Number: 03 meters

Hermanson Project No.: 14-JC-00001
 Electric Rate Schedule: \$0.082 / kWh
 Demand Rate: / kWh
 Gas Rate Schedule: \$1.160 / Therm

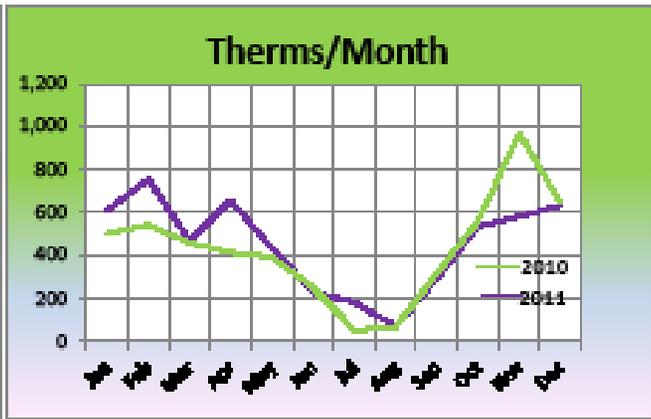
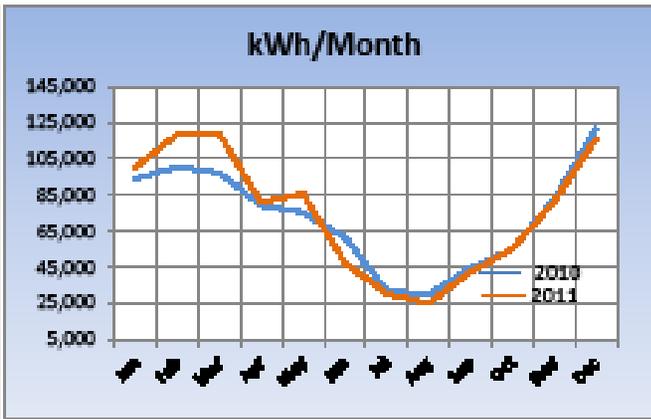
Year	2011	Electricity						Natural Gas				Total		Energy Use Index	
		# Days in Billing Period	Electric Usage kWh	Electric Demand kW	Electric Cost \$	Electric Unit Cost \$/kWh	Electric kWh x .000418	Gas Usage Therms	Gas Cost \$	Gas Unit Cost \$/Therm	Gas kWh Therm x .41	kWh/kSF	Cost of Energy \$	EUI kWh/kSF	Cost \$/kSF
Jan	31	110,500	681	\$9,236	\$0.083	345.21	0.2245	615	\$625	\$1.117	61,300	405	\$9,321	6.44	\$0.153
Feb	28	110,500	540	\$9,014	\$0.083	404.51	0.3266	756	\$831	\$1.099	75,600	480	\$10,645	7.64	\$0.169
Mar	31	110,500	554	\$10,195	\$0.086	404.44	0.2875	470	\$540	\$1.149	47,000	451	\$10,734	7.18	\$0.171
Apr	30	80,900	543	\$7,129	\$0.088	276.18	0.2070	626	\$742	\$1.131	65,600	342	\$7,871	5.44	\$0.125
May	31	85,880	525	\$7,317	\$0.085	293.11	0.2199	425	\$510	\$1.188	42,900	336	\$7,827	5.35	\$0.125
Jun	30	47,800	402	\$5,656	\$0.120	160.48	0.1384	225	\$265	\$1.327	22,500	183	\$6,955	2.91	\$0.095
Jul	31	30,350	405	\$3,637	\$0.120	103.28	0.0935	180	\$211	\$1.394	18,000	121	\$3,888	1.93	\$0.062
Aug	31	20,950	403	\$2,987	\$0.116	85.19	0.0832	67	\$734	\$2.000	6,700	92	\$3,041	1.46	\$0.048
Sep	30	41,360	385	\$3,753	\$0.089	143.21	0.2045	250	\$285	\$1.280	25,000	172	\$4,118	2.74	\$0.088
Oct	31	54,980	418	\$5,123	\$0.093	187.51	0.1767	536	\$630	\$1.158	53,600	241	\$6,744	3.84	\$0.091
Nov	30	81,360	548	\$8,031	\$0.099	277.68	0.2052	581	\$679	\$1.100	58,100	336	\$8,670	5.34	\$0.138
Dec	31	115,700	575	\$9,071	\$0.089	384.88	0.2705	634	\$751	\$1.090	63,400	458	\$10,562	7.25	\$0.168
Annual Totals	365	900,580	5,899	\$82,668	\$0.092	3073.68	0.0174	5,437	\$6,307	\$1.160	543.7	3,617	\$88,975	67.67	\$1.416

Data Entry and Calculations:

- Transfer consumption and energy cost information from the customer's energy bills to the data sheet in the black cells.
- Add (insert) columns for other facts as needed after the natural gas columns
- MMERs calculation: Electric kWh x .000418 Net Gas Therms x .41 42 Pcu Oil Gallons x .14 Propane Gallons x .090

*SoPUD 1000128762 - Main
 1000128805 - Addition
 1000126516 - New Addition

Month	Actual Days	Billed kWh/day	Actual kWh / Mo	Actual Elec Cost / Mo
Jan	31	3549.35	110,500	\$9,236
Feb	28	4292.86	110,500	\$9,014
Mar	31	3802.58	110,500	\$10,195
Apr	30	2697.33	80,900	\$7,129
May	31	2778.32	85,880	\$7,317
Jun	30	1597.33	47,800	\$5,656
Jul	31	976.13	30,350	\$3,637
Aug	31	685.16	20,950	\$2,987
Sep	30	1378.67	41,360	\$3,753
Oct	31	1772.26	54,980	\$5,123
Nov	30	2712.00	81,360	\$8,031
Dec	31	3732.26	115,700	\$9,071
	365		900,580	\$82,668



1b. Audit Proposal



Hermanson Company LLP
1221 2nd Avenue North
Kent, WA 98032

Tel 206-575-9800
Fax 206-575-9800

October 23, 2012

Lakewood School District; Marysville, WA 98271
c/o Ron Major
State WA DES – Energy Program
1500 Jefferson Street SE
Olympia, WA 98504

Ref: Lakewood School District 2012-2013 Energy Conservation Measures

ESCO INVESTMENT GRADE ENERGY AUDIT AND PRELIMINARY DESIGN PROPOSAL – Rev 4

Gentlemen:

We are pleased to offer the following proposal; a description of projected tasks to be performed at the onset of the above identified Lakewood School District energy upgrades project. Eventually, these costs will be rolled in with the capital costs, construction management and other professional services and engineering costs under this project umbrella.

It has already been determined by Hermanson and LWSD that there are numerous energy saving potential opportunities identified and proposed in the nine buildings. These are documented in the Proposed EEM Schedules.

The function of the Investment Grade Audit (IGA) is to further conduct, analyze, detail and report on all the cost-effective and chosen EEMs from the Preliminary Audit. In the (IGA) stage, we anticipate the following tasks:

1. Site re-visits to the district facilities to confirm existing equipment sizing and manufacturer nameplate data.
2. Acquire and log the energy usage data for each of the buildings from utility data reports and strategically-placed data loggers where specific on-off times and electrical energy data needs base-lined as applicable.
3. Confirm counts of equipment components, pipe and duct routing, and energy saving devices for proper projection, including estimating construction costs and energy savings.
4. Perform baseline gas flow and electrical usage measurements on the existing equipment at the facilities as applicable to the EEMs, preferably under full-load conditions. Log and publish the baseline data to compare and retain for future M&V post verification measurements.
5. Perform preliminary engineering and equipment selections on the new or replacement equipment. Confirm equipment availability.
6. Update the EEM summary sheets with all confirmed data. Include updated capital costs, projected grants, projected utility company rebates or grants, net capital costs and life cycle costs.

Appendix 1

1b. Audit Proposal



ESCO Investment Grade Energy Audit Proposal – R4
October 23, 2012

7. Prepare an energy services report that analyzes estimated energy savings of the ECIMs, such as lighting, occupancy sensors, HVAC equipment, controls optimization and utility demand charge optimization.
8. Establish a measure and verification (M&V) plan that documents baseline data and the future verification of the new actual energy and utility usage data.

Our Costs for this combination of combining preliminary audits, investment grade audits and data logging for the facilities is as follows. Please refer to the Hermanson individual facilities EEM Schedules for the anticipated scopes of work at this juncture.

Building	Square Footage	IGA Costs (R2)
English Crossing Elementary	42,560	\$23,900
Lakewood Middle School	62,835	(incl.)
Lakewood Elementary	40,504	(incl.)
Cougar Creek Elementary	44,217	\$5,300
Bus Garage	4,500	\$1,575
Subtotal		\$30,775
Lakewood High School - W. Campus	79,422	Hold for now
Lakewood High School - E. Campus	(incl.)	Hold – to be remodeled
Lakewood High School - Stadium	Unknown	Phase 2 TBD
Lakewood SD Admin Bldg	1,100	Hold for now
Lakewood SD Business Office	1,200	Hold for now
Lakewood SD Warehouse	1,000	Hold for now

The above prices are fixed fee, + sales tax. We anticipate it will take 8 to 10 weeks for completion if all facilities occur in the same year. Most likely, these EEMs will take place in multiple phases over 2 or more years, making the improvements more affordable and scheduling friendly. Billing will occur with the first construction/professional services invoice.

The scope of work determined by the IGA does not include a potential local community grant applications, submittals or pre-arrangements of outside construction financing. That can and will be performed after the EEMs are selected and potential utility rebates and grants confirmed.

As a guideline of the District, the project will be considered cost effective provided the proposed project results in a simple payback of 7 years, provides a positive cash flow at year 2 and a leveraging ratio of 3:1 per OSPI Energy Grant Guidelines.

Measures that might not be directly related to energy conservation but are more or less related to reducing on-going maintenance and repeated repair costs may be added to the EEM lists at the election of the owner in order to help improve the overall efficiency of the facilities.

Appendix 1

1b. Audit Proposal



**ESCO Investment Grade Energy Audit Proposal – R4
October 23, 2012**

If the cost effectiveness criteria is met and the owner decides not to proceed, then the ESCO will be reimbursed for the audit or portion complete thereof and the GA DES Energy Program will be paid a termination fee. If the cost criteria is not met and the owner decides not to proceed, the ESCO will not be reimbursed for the IGA.

Thank you for this opportunity to provide our services. Feel free to call with any questions or clarifications.

Sincerely,

HERMANSON COMPANY, LLP

Lakewood School District.

State WA DES



John Gundlach
Energy Services Mgr.

by

by

1c. Measurement & Verification Plan with Key Variables to be Measured

Hermanson Energy Services
Knox, TN 37602

EM&V Option: A & C
* Audit summary attached

Job No: 14-12-0070
Project: Lakewood School District
Location: Shiloh, TN
Date: 2/11/2013

M&V Plan Outline

EEM & Description	Location	Key Performance Indicators	Baseline Parameters	Proposed Parameters	Initial Audit Tasks	Post Project Commissioning Tasks	Annual Task Years 1-3	Annual Task Years 4-10	On-going Owner Responsibilities	Stipulated Factors
Lakewood Middle School										
LWMS-1 Upgrade exit signs to new LED w/battery backup	New all exits	1. Operational hours 2. Quantity	1. 8700 hours 2. (2) Units	1. 8700 hours 2. (2) New Units	1. 24/7 2. Perform detailed audit	1. As-built documentation 2. Stipulated values	1. No task 2. No task, stipulated values	1. No task 2. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Code 24/7 2. Field count
LWMS-2, 4, & 5 Install lighting occupancy sensors	Offices, conference rooms & toilets	1. Operational hours	1. 2200 hours	1. 1000 hours	1. Perform detailed audit	1. No task	1. Random sample of trend hours	1. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. R/A
LWMS-3 Upgrade lighting fixtures & layout	Wing B office/boys corridor	1. Operational hours 2. Type & Quantity 3. Fixture layout	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at ACH values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational pre-programmed sched. 2. Field count 3. Post. Input values
LWMS-6 Upgrade T12 fixtures to T8 with controls	Open	1. Operational hours 2. Type & Quantity 3. Fixture layout	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at ACH values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational pre-programmed sched. 2. Field count 3. Post. Input values
LWMS -7 Install daylight harvesting sensor to lighting zones	Cafeteria	1. Operational hours	1. 2200 hours	1. 1000 hours	1. Perform detailed audit	1. No task	1. Random sample of trend hours	1. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational pre-programmed sched.
LWMS-9 Upgrade lighting with controls	Maintenance Shop	1. Operational hours 2. Type & Quantity 3. Fixture layout	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at ACH values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational pre-programmed sched. 2. Field count 3. Post. Input values
LWMS-10 Upgrade exterior wall wash lights	Exterior	1. Operational hours 2. Type & Quantity 3. Fixture layout	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at ACH values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational pre-programmed sched. 2. Field count 3. Post. Input values
LWMS-11 Upgrade parking lot shoebox lights	Parking lot	1. Operational hours 2. Type & Quantity 3. Fixture layout	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at ACH values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational pre-programmed sched. 2. Field count 3. Post. Input values

1c. Measurement & Verification Plan Continued



IPMVP Option: A B C
* Audit summary attached

Job No: 14-12-0076
Project: Lakewood School District
Location: Microfilm, WPA
Date: 3/21/2013

M&V Plan Outline

EEM # Description	Location	Key Performance Indicators	Baseline Parameters	Proposed Parameters	Initial Audit Tasks	Post Project Commissioning Tasks	Annual Task Years 1-3	Annual Task Years 4-10	On-going Owner Responsibilities	Stipulated Factors
LWMS-12a Upgrade controls front end	CCES, CCCL, LEL, LMS, & Transportation Department	1. Efficiency 2. COP 3. Use of economizer 4. Visual inspection of system	1. No optimization 2. Reduced efficiency 3. No economizer 4. Obsolete parameters	1. Optimize steam trap/switches 2. Min. heating CSA 3. Economizer 4. Remove parameters	1, 2, 3, 4. Perform detailed audit	1. No task 2. Verify use 3. Verify use 4. No task	1. Trend efficiency 2. No task 3. No task 4. N/A	1. No task 2. No task 3. No task 4. N/A	Maintain equipment per Hermanson & manufacturer recommendations	1. N/A 2. N/A 3. N/A 4. N/A
LWMS-13 Repair AHU-2 and EF-1 air leaks at joints	Innovative	1. Operational hours 2. Average temp 3. Average kWh/yr	1. 11 hrs/day 2. 43/65 °F 3. 2287.66 kWh	1. 11 hrs/day 2. 53/65 °F 3. 1428.72 kWh	1, 2, 3. Perform detailed audit	1. Verify hours 2. Measure temp 3. No task, assumed constant	1. Random sample of trend hours 2. Measure temp 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational hours programmed ahead. 2. N/A 3. N/A
LWMS-14 Retro Commission (e) bldg HVAC and timer function controls	CCES, CCCL, LEL, LMS, & Transportation Department	1. Operational hours 2. Airflow	1. 24/7 2. Varies	1. 20 hrs/day 2. Program/requirements	1, 2. Perform detailed audit	1. Verify hours 2. Verify airflow	1. Random sample of trend hours 2. verify airflow	1. No task 2. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational hours programmed ahead. 2. N/A
LWMS-15 Upgrade pneumatic controls to full DDC	Buildings B & D	1. Operational hours 2. Airflow	1. 24/7 2. Varies	1. 20 hrs/day 2. Program/requirements	1, 2. Perform detailed audit	1. Verify hours 2. Verify airflow	1. Random sample of trend hours 2. verify airflow	1. No task 2. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational hours programmed ahead. 2. N/A
LWMS-16 Replace (6) supply grilles	Gym	1. Air temp 2. Airflow/Average temp 3. Grille type	1. 67° at ceiling 2. Varies 3. CD that pushes air to the sides	1. 67° at flow 2. 65° (J, W, S) 3. CD that pushes air down towards floor	1. Perform detailed audit 2. Measure air flow 3. Replace	1. Verify temp 2. Verify airflow 3. No task	1. Verify temp 2. Verify airflow 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Field verified 2. Field verified 3. Field verified
LWMS-17 Install demand controlled ventilation (DCV)	Chem room and gym	1. Operational hours 2. Airflow 3. Average kWh/yr	1. 11 hrs/day 2. Varies 3. 47,802 kWh/yr	1. 8 hrs/day 2. As required 3. 31,324 kWh/yr	1, 3. Perform detailed audit 2. Measure air flow	1. Verify hours 2. Measure temp 3. No task	1. Random sample of trend hours 2. Measure temp 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational hours programmed ahead. 2. N/A 3. N/A
LWMS-22 Replace fan/coil electric cabinet units with 13 rooftop ducted heat pumps with economizer	Bldg B & D classrooms	1. Operational hours 2. Average temp 3. Average kWh/yr	1. 20 hrs/day 2. Varies 3. 15,808 kWh/yr	1. 20 hrs/day 2. 65°-72° (J, W, S) 3. 11,428 kWh/yr	1, 3. Perform detailed audit 2. Measure air flow	1. Verify hours 2. Measure temp 3. No task	1. Random sample of trend hours 2. Measure temp 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational hours programmed ahead. 2. N/A 3. N/A
LWMS-24 Replace office radiators & convectors with (4) new rooftop ducted heat pumps with economizers		1. Operational hours 2. Average temp 3. Average kWh/yr	1. 24/7 2. Varies 3. 22,438 kWh/yr	1. 20 hrs/day 2. 65°-72° (J, W, S) 3. 16,444 kWh/yr	1, 3. Perform detailed audit 2. Run/verify	1. Verify hours 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational hours programmed ahead. 2. N/A 3. Not input values

1c. Measurement & Verification Plan Continued

Hermanson Energy Services
 Kent, WA 98002

IPMVP Option: A B C
 * Audit summary attached

Job No: 14-12-00070
 Project: Lakewood School District
 Location: Spaniaholme, WA
 Date: 3/21/2013

M&V Plan Outline

EEM & Description	Location	Key Performance Indicators	Baseline Parameters	Proposed Parameters	Initial Audit Tasks	Post Project Commissioning Tasks	Annual Task Years 1-3	Annual Task Years 4-10	On-going Owner Responsibilities	Stipulated Factors
LWMS-25 Replace (4) electric furnaces with new rooftop packaged heat pumps, OSA volume control	Open Inchoe & weight room	1. Operational hours 2. Efficiency 3. Average kWh/yr	1. 24/7 2. 3. 29,000 kWh/yr	1. 8 hrs/day 2. 3. 25,000 kWh/yr	1, 3. Perform detailed audit 2. Run/stop	1. Verify hours 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. N/A 3. Pct. input values
LWMS-27 Replace (2) electric RTUs with packaged heat pumps	SPM	1. Operational hours 2. Efficiency 3. Average kWh/yr	1. 11 hrs/day 2. 3. 17,400 kWh/yr	1. 11 hrs/day 2. 3. 14,700 kWh/yr	1, 3. Perform detailed audit 2. Run/stop	1. Verify hours 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. N/A 3. Pct. input values
English Crossing Elementary School										
ECES-1 Upgrade exit signs to new LED with battery backup	School wide	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail Audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Pct. input values
ECES-2 install lighting occupancy sensors	Office, conference rooms & toilets	1. Operational hours	1. 2200 hours	1. 1000 hours	1. Perform detailed audit	1. No task	1. Random sample of trend hours	1. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. N/A
ECES-3 Upgrade/relamp T8 32W lampos & ballasts to 28W. Retrofit can to LED	School wide	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail Audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Pct. input values
ECES-4 Upgrade exterior wall wash light fixtures	Exterior	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail Audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Pct. input values
ECES-5 Upgrade parking lot shoebox lights	Parking lot	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail Audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Pct. input values
ECES-9a Install (2) new redundant, smaller condensing boilers	Mechanical Room	1. Operational hours 2. Efficiency	1. 20 hrs/day 2. N/A	1. 18 hrs/day 2. N/A	1. Perform detail Audit 2. Run/stop	1. Verify hours 2. No task	1. Random sample of trend hours 2. No task	1. No task 2. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Manufacturer Verified

1c. Measurement & Verification Plan Continued



PHOT Option: A B C
 * Audit summary attached

Job No: 14-12-00070
 Project: Lakewood School District
 Location: Spanaway, WA
 Date: 3/21/2013

M&V Plan Outline

EEM & Description	Location	Key Performance Indicators	Baseline Parameters	Proposed Parameters	Initial Audit Tasks	Post Project Commissioning Tasks	Annual Task Years 1-3	Annual Task Years 4-10	On-going Owner Responsibilities	Stipulated Factors
Lakewood Elementary School										
LWES-1 Upgrade exit signs to new LED with battery backup	School wide	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Phot. input values
LWES-2 Upgrade remainder T12 lamps & ballasts	School wide	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Phot. input values
LWES-3 install lighting occupancy sensors	Office, conference rooms & toilets	1. Operational hours	1. ZERO hours	1. 100% hours	1. Perform detailed audit	1. No task	1. Random sample of trend hours	1. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. N/A
LWES-5 Upgrade exterior wall wash light fixtures	Exterior	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Phot. input values
LWES-6 Upgrade parking lot shoebox lights	Parking lot	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Phot. input values
LWES-7 RetroCommission parking lot lighting schedule	Parking lot	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Phot. input values
LWES-8 Upgrade breezeway light fixtures	Exterior	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Phot. input values
Cougar Creek Elementary School										
LWES-1 Retrofit T8 lamps & ballasts to 26W relamping	School wide	1. Operational hours 2. Type & Quantity 3. Picture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at AUCS values	1. No task 2. No task 3. No task	1. Random sample of trend hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational low-programmed sched. 2. Field count 3. Phot. input values

1c. Measurement & Verification Plan Continued

Hermanson
Energy Services
Knox, TN 37902

EM&V Option: A B C
* Audit summary attached

Job No: 14-12-0076
Project: Lakewood School District
Location: Shroveton, TN
Date: 2/11/2013

MS&V Plan Outline

EEM & Description	Location	Key Performance Indicators	Baseline Parameters	Proposed Parameters	Initial Audit Tasks	Post Project Commissioning Tasks	Annual Task Years 1-3	Annual Task Years 4-10	On-going Owner Responsibilities	Stipulated Factors
Bus Garage										
1 Upgrade 8 Foot T12 Hi-Bay fixtures to T5	Shop area	1. Operational hours 2. Type & Quantity 3. Fixture input	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1. See Audit Summary* 2. See Audit Summary* 3. See Audit Summary*	1, 2. Perform detail audit 3. Stipulated at AEM values	1. No task 2. No task 3. No task	1. Random sample of fixed hours 2. No task 3. No task	1. No task 2. No task 3. No task	Maintain equipment per Hermanson & manufacturer recommendations	1. Operational log-programmed sched. 2. Field count 3. Post. input values

1d. Investment Grade Audit Findings

Legend: Selected for OGPI Grant Application

File: 02/20/18
 Rev: 03/20/18
 R: 03/20/18

SCM # [A]	DESCRIPTION [B]	ADVANTAGE / REASON [C]	PHASE	CONSTR COSTS [D]	CERTAIN NON-PEP PROF. SERVICES [E]	SALES TAX [F]	CONTRAGENCY [G]	DES INTERAGENCY FEES [H]	NON-CAPITAL COSTS [I] [J] = [D]+[E]	PROJECTED GRANTS OR SUBSIDIES [K]	50% [L]	25% [M]	NET CAPITAL COST [N] = [J]-[K]	PROJECTED ANNUAL UTILITY SAVINGS [O]	PROJECTED ENERGY OPERATIONAL SAVINGS	PROJECTED ANNUAL NAT GAS (THERMS)	PROJECTED ANNUAL NAT GAS (THERMS)	PROJECTED ANNUAL NAT GAS (THERMS)	PROJECTED ANNUAL UTILITY SAVINGS [P]	PROJECTED ANNUAL UTILITY SAVINGS [Q]	PROJECTED ROI (YR.5)(R)	NOTES
	PLUMBING																					
	BUILDING ENVELOPE																					
	TOTAL			\$70,048	\$1,053	\$8,184	\$3,705	\$1,547	\$83,437	\$41,719	\$20,860	\$10,430	\$33,289	\$6,574	\$3,287	\$0	\$0	\$0	\$24,358	\$12,174	3.7	

BUS GARAGE																						
	LIGHTING																					
1	Upgrade Shop Area 8712 Hi-Bay fixtures to T-5	Reduce lighting costs		\$20,102	\$469	\$1,768	\$1,118	\$452	\$23,839	\$11,949	\$5,945	\$2,973	\$8,504	\$656	\$390	\$0	\$0	\$0	\$8,407	\$4,204	8.0	
2	Upgrade Office & Driver's Room Light Fixtures to T-5	Reduce lighting costs		Excluded with EEM LING# 1																		
3	Upgrade Shop Area 8712 Hi-Bay fixtures to T-5	Reduce lighting costs		Excluded with EEM LING# 1																		
4	Upgrade Shop Area 8712 Hi-Bay fixtures to T-5	Reduce lighting costs		Excluded with EEM LING# 1																		
5	Install (1) ceiling radiant heat panels	Reduce energy when un-occupied		Excluded with EEM LING# 1																		
6	Remove panels to DM paneling to be replaced with 2' x 4' ceiling panels	Reduce energy costs		Excluded with EEM LING# 1																		
	HVAC																					
7	Replace shop area unit heaters with 4000 BTU units	Reduce energy use	Responded to later phase																			
8	Replace unit heaters with 4000 BTU units	Reduce energy use	Responded to later phase																			
9	Replace unit heaters with 4000 BTU units	Reduce energy use	Responded to later phase																			
10	Upgrade drive tunnel heaters to heat energy system	Units are aged, less energy efficient on power consumption	Responded to later phase																			
	PLUMBING																					
11	Replace toilet for showers with hand-free flush valve	Reduce water consumption, HW heater energy, steam energy	Responded to later phase																			
12	Install low flow, hand-free flush valve in toilet	Reduce water & sewer consumption	Responded to later phase																			
	BUILDING																					
13	Upgrade roof up drive with insulated-panels	Reduce heating energy costs	Responded to later phase																			
	TOTAL			\$20,102	\$469	\$1,768	\$1,118	\$452	\$23,839	\$11,949	\$5,945	\$2,973	\$8,504	\$656	\$390	\$0	\$0	\$0	\$8,407	\$4,204	8.0	

TOTAL OF ALL - EEMS SELECTED FOR GRANT				\$ 1,703,944	\$ 132,344	\$ 157,021	\$ 94,132	\$ 60,519	\$ 2,148,861	\$ 1,000,000	\$ 82,912	\$ 1,085,948	\$ 44,130	\$ 23,204	1,183	-	476,022	15.8				
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1e. Energy Services Proposal with Detailed Cost Breakdown

**ENERGY SERVICES**Hermanson Company LLP
1221 2nd Avenue N.
Kent, WA 98032(Tel) 206.575.9700
(Fax) 206.575.9800

Executive Summary

1.1 Overview

Hermanson Co. is pleased to present this proposal to perform energy efficiency upgrades and construction services at Ferry County Memorial Hospital. (aka Ferry County Public Hospital District).

This proposal will summarize the contractual terms under which Hermanson and Washington State Department of Enterprise Services (DES) Energy Program will work together over the project. It contains definitions of work scope, estimated costs, and guarantee statements of our energy services offerings.

These services include design, construction, commissioning, system measure and verification (M&V) and construction management. We also provide operation and maintenance manuals and owner training for a proper turnover of the systems or equipment.

1.2 Project Description

Specifically these energy upgrades involve:

Several Energy Efficiency Measures (EEMs) at Ferry County Memorial Hospital such as replacing the (2) aged oil-fired boilers with a new variable refrigerant flow (VRF) heat pumps HVAC system, new dedicated domestic hot water heaters, new energy-efficient exterior lamping upgrades on the pole lights and the building wall wash lights, a new commercial dishwasher, a new building water filtering system, new energy-efficient split system heat pumps for the sleeping quarters of the HUB Building, and numerous other smaller electrical, controls optimizing and energy efficient measures as further described in the following documents

1.3 Summary of Benefits

FINANCIAL BENEFITS

Section 4 of this proposal provides brief project financial information to this project. The guaranteed maximum allowable project cost stated therein includes construction costs, professional services, sales tax and a project contingency.

These costs are stated before any utility grants or incentives and any other outside funding sources or grants.

The summary of annual guaranteed energy savings at the current energy rates including demand charges, are as follows:

Appendix 1

1e. Energy Services Proposal with Detailed Cost Breakdown

Hermanson Co.
 Ferry County Memorial Hospital
 Executive Summary

Facility	Utility Savings (units)	Rate	Savings (\$)
Hospital Wing	62,615 kWh	\$0.0608/kWh	\$3,807*
Hospital Wing	22,753 gals (#2 oil)	\$4.20/ Gal	\$95,564
HUB	11,891 kWh	\$0.0608/kWh	\$723
Total Savings			\$100,094

Note * - Additional savings are included due to an EEM to reduce demand charges at the hospital facility where the demand charge rate is \$4.07/kWh

Monthly utility savings are also estimated and itemized; the energy savings being the primary motive to these energy services. The results are the net return on investment (ROI) or payback (in years). The customer will also gain maintenance savings in that the equipment or systems are new, requiring less or little repairs compared to the existing. Maintenance savings are not itemized or used in these ROI calculations.

ENVIRONMENTAL BENEFITS

The energy savings associated with the energy measures included herein will be lower electrical bills, primarily due to optimization of the mechanical systems and controls. A large reduction of #2 fuel oil usage will be recognized as the 5,000 MBH steam boilers are being eliminated and only the water heaters will be using oil for fuel. This will save 225 metric tons (495,250 lbs) of CO2 emissions per year.

1.4 Maximum Project Cost

Hermanson guarantees that the project costs as defined herein will not exceed the maximum price and is before any utility incentives or rebates. Sales tax and DES Energy program management is in addition to this amount and delineated in section 4 of this proposal.

The maximum project costs are as follows:

Facility	Number of EEMs	Total Max Project Cost
Hospital Wing EEMs	Eighteen (18)	\$1,865,969
Clinic EEMs	One (1)	\$915
HUB EEMs	Two (2)	\$30,500
ER / Treatment Remodel	One(1)	\$50,000
Subtotal Construction & PS	Twenty Two (22)	\$1,947,384
Sales Tax		\$149,948
DES PM Fee (direct with owner)		\$52,800
Contingency		\$23,114
Total Project Cost		\$2,173,246

1.5 Conclusion

We look forward to working with FCPHD and DES on these and future successful energy saving projects and the opportunity for the hospital to extend its useful life as a comfortable and efficient healthcare environment.

1e. Energy Services Proposal with Detailed Cost Breakdown

**ENERGY SERVICES**Hermanson Company LLP
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Kent, WA 98032(Tel) 206.575.9700
(Fax) 206.575.9800**ENERGY SERVICES PROPOSAL
SCOPE OF WORK****2.1 Energy Efficiency Measure (EEM) Summary**

For detailed scope of work descriptions, please refer to the individual Detailed Scopes of Work in this section. The scope is also summarized on the EEM summary listing document.

HOSPITAL WING

1. EEM 11 – (1) 160°F Oil Fired Domestic HW Heater for Kitchen & Laundry
(1) 140°F HWH for Hospital
2. EEM 17 – Upgrade Dishwasher w/New
3. EEM 21 – Retro-Commissioning of Exhaust Fans
4. EEM 22 – Toilet Exhaust Fans interlocks
5. EEM 25 – Replace Missing grilles and supply registers
6. EEM 26 – Optimize Air Conditioner operations for Cat Scan area
7. EEM 30 – Upgrade Kitchen Walk-In Cooler Water Compressors
8. EEM 31 – Interlock Kitchen Dishwasher Exhaust Fan to Dishwasher operation
9. EEM 32 – Implement Kitchen Range Hood Exhaust Fan & MAU to manual switch
10. EEM 43 – Replace Rooftop Air Conditioning Units with new VFR System, new controls
11. EEM 45A – Install a Water Filtering System for building Domestic Water Supply
12. EEM 55 – Replace Weather Strip Gasketing on all Exterior Doors
13. EEM 56 – Remodel Exam & Treatment Rooms; Change of Use & Finishes
14. EEM 57 – Install Sink and Vanity in Nurse Break Room
15. EEM L2 – Replace Non-Functioning Light Occupancy Sensors in the Toilets
16. EEM L5 – Upgrade all EXIT signs to LED
17. EEM L6 – Upgrade Exterior Wall Wash Lighting
18. EEM L7 – Upgrade Parking Lot Lighting
19. EEM L8 – Optimize and Control PUD demand charges

CLINIC / ASSISTED LIVING WING

20. EEM C3 – Install Elevator Machine Room ACU & EF Thermostats

HUB (HR & FINANCIAL OFFICES)

21. EEM H3 – Upgrade Split System Heat Pumps servicing HR
22. EEM H4 – Install lighting occupancy sensors in HR Offices & toilets

2.2 ESCO Services

Hermanson includes the following services related to this project:

1. **ENERGY AUDIT** – A preliminary energy audit has been performed on this project. We have recently walked the Hospital and Clinic taking inventory and nameplate information of the existing equipment. We have already acquired electrical, natural gas, and oil utility bills from Ferry County PUD for the past several years on each facility and have used

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Ferry County Memorial Hospital EEMs
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that information for a baseline of fuel usage and fuel costs per therm. The calculated energy savings have been determined and are submitted herein Section 4. An investment grade audit (IGA) documenting energy use baselines and savings calculations has been performed and submitted as an exhibit to this document as part of the contract with the State DES energy program.

2. **DESIGN SERVICES** – Hermanson will provide detailed engineering design as needed to present the schematic design (SD) for owner review and approval of the proposed measures and to obtain competitive bids. We will also produce PD documents for permits if a requirement of the scope. CD level drawings will be produced for obtaining subcontractor bids and implementing construction. CD's in the form of as-builts will be submitted at completion along with the project closeout documents.
3. **CONSTRUCTION** – We will provide construction services with our own in-house trade personnel and/or subcontract services to qualified and responsible subcontractors to furnish and install all labor, tools, rentals, materials, equipment, freight to jobsite, startup and test. We also commission the project EEMs with documentation that the installation and performance of those components meet the project specifications and the owner's expectations
4. **CONSTRUCTION MANAGEMENT** – Hermanson will provide a dedicated construction manager who will provide contract administrative functions for the project. The owner is expected to coordinate day-to-day communications with occupants and any scheduling of occupant relocations in and around occupied areas or systems disturbances.
5. **OPERATION TRAINING** – Hermanson will perform a thorough training of building staff at the substantial completion stage of the installations. A binder of installation, operation and maintenance instructions will be furnish for each facility
6. **PERFORMANCE MAINTENANCE** – Measure and verification (M&V) will occur at the end of the one year period after Notice of Commencement of Energy Savings. This is to ensure predicted savings are being achieved.
7. **EQUIPMENT MAINTENANCE** – Hermanson does not provide equipment maintenance after project turnover. The owner is expected to properly maintain all components per manufacturer's instructions. Hermanson can perform this function under a separate contract agreement if FWPS so chooses.
8. **WARRANTY** – Hermanson warrants all materials and workmanship for a period of one year following Notice of Substantial Completion. Specific warranty documents, letters, and extended warranties from manufacturers will be included in the project closeout binder.
9. **HAZARDOUS WASTE MATERIALS** – We received a copy on an existing good faith asbestos report for both facilities (Hospital and Clinic Buildings). There are small items documented of asbestos containing materials (ACM) in the buildings. If there is any work in or near identified ACM, these areas will not be disturbed during the construction phase. If ACM is to be removed as part of the construction, this work will be performed by licensed and qualified personnel and documented. As a precaution, FCMH should

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carry a small allowance for further ACM inspections and HazMat abatement as related to this energy services scope only.

2.3 Extent of Subcontracting

Hermanson may subcontract portions of the energy audit, design, construction management, construction, start-up, and testing, commissioning portions of this Contract to qualified firms upon review and approval of the owner and the DES energy program. Construction subcontracts will be awarded competitively but with focus on experience, reliability and reputation. Hermanson will endeavor to satisfy the MWBE and apprentice requirements of Washington State.

2.4 Project Schedule

With the audit stage still being performed, the schedule is yet to be finalized. In general, the current parameters understood will be as follows:

Task	Start	Substantial Completion
ESP & FCPH/DES ESP & Contract Review Process	3/19/2012	4/20/2012
Hermanson Design & Pre-Construction	3/26/2012	5/25/2012
DOH Plan Reviews	4/11/2012	4/25/2012
Construction – Hospital, Clinic, HR	5/11/2012	10/26/2012

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Hermanson Company LLP
1221 2nd Avenue N.
Kent, WA 98032

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ENERGY COST SAVINGS GUARANTEE

3.1 Guarantee Overview

Hermanson is prepared to guarantee any portion of a project over which it has direct control. Where Hermanson does not have direct control (such as burn hours associated with lighting or operating heating equipment beyond stipulated hours due to abnormally inclement weather) we are prepared to work with the owner and DES Energy program to devise a method of M&V which will provide the highest degree of assurance that energy cost savings exist.

For this project, the target energy reductions for the energy measures implemented will be stated in the following tables or documents.

The cost for the first year performance assurance verification (M&V) is included (usually itemized) in the project scope. Subsequent M&V can be performed in years 2 through 10 at additional expense to the customer.

3.2 EEM Specific Performance Assurance Methodology

1. Guarantees

The EEM summary sheet provides the specific calculated energy consumption savings guaranteed for each energy efficiency measure. Savings calculations are based upon both baseline operating characteristics and proposed operation criteria:

- A. **Baseline** – Refers to the existing operating characteristics that were used to calculate energy cost savings. These values could be based on past utility bills and approximated start-stop times or actual field energy measurements with data loggers and observations, or both. Owner provided information such as run-hours, occupancy and log books will be needed for better savings accuracy.

In some cases, a modified baseline may be developed to address areas where pre-retrofit conditions do not meet current codes or what the customer may deem as normal operation.

- B. **Proposed** – Systems that are used in calculating the energy savings must be operated as specified to ensure energy cost savings. After proper startup, testing and commissioning of the new systems or equipment by Hermanson, it is the responsibility of the owner / tenant to ensure the new operating criteria is maintained to recognize the energy savings.

The summary of annual guaranteed energy savings at the current energy rates including demand charges, are as follows:

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Facility	Utility Savings (units)	Rate	Savings (\$)
Hospital Wing	62,615 kWh	\$0.0608/kWh	\$3,807*
Hospital Wing	22,753 gals (#2 oil)	\$4.20/gal	\$95,564
HUB	11,891 kWh	\$0.0608/kWh	\$723
Total Savings			\$100,094

Note * - Additional savings are included due to an EEM to reduce demand charges at the facility where the demand charge rate is \$4.07/kWh

2. Performance Assurance

Hermanson will provide reporting that systems upgrades are performing as specified. The intent of the verification is to measure and verify conditions on which the energy savings are based. Once the conditions are measured and verified (M&V) to be in accordance with the proposed criteria, the savings due to the performance of the equipment or measure shall be considered met. This re-measure and verification (reconciliation) process takes place a period of one year after the Notice of Commencement of Energy Savings. It will be documented in a written report and provided to the owner approximately thirty (30) days after Hermanson receives the facility's last monthly energy bills for the twelve (12) month period being reported.

Subsequent M&V can be performed in years 2 through 10 at additional expense.

3.3 Utility Rates

For the purpose of calculating energy savings, the utility rates used in the calculations will be the utility rates as paid by FCPHD to the utility company during the pertinent period, adjusted for any rate schedule changes made by the utility company. If a building has multiple meters on different rate schedules, the per-unit cost of the utility will be the average of all the rate schedules in effect at that building or facility unless specifically itemized.

When the utility company makes a rate change, the new rate will be used for calculating savings realized during a given period. If a rate change occurs partway through a period, the aggregate rate comprised of a weighted average between the old and the new rate will be used. The weighting will be based upon the portion of the period that each rate applied.

3.4 Standards of Comfort Service

FCPHD must maintain the following (maximum) standards of comfort in order to insure the comfort of the staff and patients, and upon which all energy calculations are based.

1. Heating, Ventilation & Air Conditioning (HVAC)

HVAC systems provided by Hermanson will provide comfort and indoor air quality (IAQ) in accordance with the standards below. This standard will pertain only to buildings and areas of buildings in which Hermanson is installing HVAC equipment that has direct control over space comfort conditions. HVAC comfort systems cannot be maintained when operable windows or doors are open.

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HVAC Indoor Conditions

Occupied	Winter Heating Min. Setpoint	70°F
	Winter Heating Max. Setpoint	74°F
	Summer Cooling Min. Setpoint	72°F (where mechanical cooling systems are employed)
	Summer Cooling Max. Setpoint	78°F (where mechanical cooling systems are employed)
Unoccupied	Minimum Setpoint	55°F
	Maximum Setpoint	85°F
Relative Humidity	Minimum Setpoint	40% (if humidity control provided)
	Maximum Setpoint	60% (if humidity control provided)
Outside Air	Minimum Volume	In accordance with ASHRAE and Washington State Ventilation and Indoor Air Quality Code

2. Lighting

Illumination Levels Verification - Illumination levels shall be as recommended by the Illuminating Engineer's Society of North America (IESNA)

Illumination Levels Design - The lighting and illumination levels for lighting systems provided by Hermanson will meet or exceed recommended practices by the IESNA for the various tasks that are conducted

3. Common Elements and Practices for Hospitals

The following guidelines will be used for design and implementation of the construction measures:

- FGI Guidelines 2010 for Design & Construction of Health Care Facilities
- ASHRAE 170-2008 Ventilation Rates & Air Changes Per Hour (ACH) and minimum filtering efficiencies
- 2009 IMC Chapter 11 Refrigeration Systems

3.5 On-Going Owner Responsibilities

The owner or tenant shall provide the following services as part of this energy services project. In the event these services are not provided, energy savings and associated guarantees will be modified to reflect the associated impact.

1. Maintain all equipment per manufacturer's recommendations and proposed maintenance schedules. This also relates to associated components that may already exist, but work in conjunction with the new energy measures, such as existing pumps, valves, controls, dampers and the like.
2. Maintain all sequence of operations and performance criteria related to the installed system as proposed and designed.
3. Provide all other EEM specific on-going responsibilities as defined in other Hermanson ESP provided documents, such a scope description clarifications.
4. Provide Hermanson with copies of actual monthly utility billing information on a quarterly basis for the duration of the ongoing service period. This include all electric, natural gas, and fuel oil bills, regardless if there was an associated energy measure or not. This way, fuel substitutions can be analyzed.

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5. Documentation of all meters, whether direct or indirect (sub-meters) shall be included. This includes electric and condensate meters, water local use meters, if applicable to the project.
6. Provide Hermanson access to the energy management and building control systems for the purpose of collecting and logging data over time as required for performance verification.
7. Provide notification to Hermanson in writing of any changes or alterations to the buildings, equipment or controls that will affect the energy usage. This notification must be provided within two weeks of the change. This includes occupancy or use changes, computer load or other load changes, scheduling changes, and sequence of operation changes.

3.6 Non-Performance

In the event the equipment performance is not met, Hermanson accepts responsibility for additional electricity or fuels used by the equipment as a result of reduced performance. Hermanson may, at its option, execute either of the following options:

1. Repair or replace equipment as required to meet required performance.
2. Make payments for the extra energy consumption to the owner. Hermanson reserves the right to select either an annual payment for the duration of the finance term or a one-time, lump-sum payment of the same amount. In either case, the payment will be calculated based upon the quantity of additional electricity used at the Base Utility Rate as described above.

3.7 Change of Use

In the event that the owner / tenant (customer) chooses to make changes to the facility that requires set point adjustments, longer operating hours, or continuous equipment operation, the customer agrees that:

1. Savings deemed as met described above will continue to be deemed as met
2. Additional cost of extended equipment operation is a cost of the change, not due to a failure of Hermanson or their provided equipment
3. Hermanson shall not be responsible for any increase in energy, maintenance or any other costs incurred as a result of the extended equipment operation.
4. Hermanson at its option may make a baseline energy use adjustment to account for the change of use at any facility.

1e. Energy Services Proposal with Detailed Cost Breakdown



Hermanson Company LLP (Tel) 206.575.9700
1221 2nd Avenue N. (Fax) 206.575.9800
Kent, WA 98122

PROJECT FINANCIALS

4.1 Maximum Project Cost

Hermanson guarantees that the Guaranteed Project Cost will not exceed \$ 1,947,384.00. This cost does not include sales tax, DES Energy Program project management fees or the potential utility rebates which are estimated.

With the sales tax, DES Energy Program project management fees and project contingency, the estimated total project cost will be \$ 2,173,246.00. Hermanson does not guarantee the value of the sales tax or the utility incentive.

4.2 Project Cost Exhibit

See Exhibit 4.1 Summary of ESCO Costs breakdown. All fee percentages are unique to this project only.

4.3 Items Included In Maximum Project Costs

The maximum project costs include the following:

1. Engineering audit and the costs for preparing this energy services proposal.
2. Engineering design including SD, PD and CD. SD is for owner approval, PD is for obtaining permits if required and obtaining subcontractor bids if appropriate, and CD for construction and/or as-built documents. Specifications will be on the drawings, not a separate document.
3. Construction management services
4. Installation of Hermanson equipment, including the following costs as specified in the scope of work:
 - a. All costs for the furnishing of the equipment, materials and supplies through vendors, whether Hermanson-directed or through subcontractors. Including costs of freight and transportation thereof.
 - b. The portion of reasonable travel, lodging and meal expenses of officers or employees incurred while traveling in discharge of duties connect with the work.
 - c. All costs for the installation of the equipment, materials and supplies. This includes costs paid to subcontractors or directly to Hermanson trades personnel.
 - d. Costs of rental charges, including transportation, operation and maintenance of all materials, supplies, equipment, temporary field facilities and utilities and hand tools not owned by the workers or company, which are consumed in the performance of the Work and cost less salvage value on such items used but not consumed, which remain the property of Hermanson.
 - e. Cost of all premiums for bonds (performance and payment bonds) and insurance (company P&L insurance) for which Hermanson is required to purchase and maintain.

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- f. Sales, use or similar taxes related to the Work and for which Hermanson is liable imposed by a governmental authority.
- g. Permit fees, royalties and deposits lost for causes other than the Hermanson negligence.
- h. Losses and expenses not compensated by insurance or otherwise, sustained by Hermanson in connection with the Work, provided they have resulted from causes other than the fault or neglect of Hermanson. Such losses shall include settlements made with the written consent and approval of the owner. If, however, such loss requires reconstruction and Hermanson is placed in charge thereof, Hermanson shall be paid a fee for their services.
- i. Minor expenses such as long distance telephone calls, telephone, power service at the site, express mail services and similar petty cash items
- j. Demolition cost, removal and proper disposal of all debris.
- k. Costs incurred due to an emergency or accident affecting the safety of persons and/or property.
- l. Other costs incurred in the performance of the Work, if and to the extent approved in writing by the owner.
- m. The cost of contingency and an allowance for Owner initiated scope improvements.
- n. Cost of equipment startup, testing, commissioning, owner training, system verification and balancing performed by Hermanson.
- o. In the event subcontractor bids or major equipment are obtained which cause the GMP cost of work to be reduced in aggregate of the entire project from the original guaranteed maximum price, the owner may elect to add additional work up to the GMP. Any contractor's fees for additional design or construction management for this additional work shall be considered allowed and included in the change order.

4.4 Items Excluded from Guaranteed Project Costs

1. DES Energy project management fees
2. Sales tax
3. Builders risk insurance
4. Loss of business or stop gap insurance.

4.5 Construction Contingency

A construction contingency as a percentage of the amount of the direct construction costs has been established for this project. Hermanson is authorized to expend the contingency for items or scope necessary to complete the original scope of this project pending review by the owner. The intent of the contingency is for ESCO requested changes, unforeseen conditions or later changes and owner directed changes beyond what was originally estimated and scoped by the ESCO.

ESCO markups on contingency funds will be addressed as follows:

1. ESCO requested changes outside the original scope – OH&P and CM only. Design to be discussed
2. ESCO requested changes inside of scope – CM only, design to be discussed.
3. Unforeseen or latent conditions – OH&P, CM and applicable design
4. Owner directed changes – All applicable mark-ups

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All unused construction contingency funds shall reduce the overall project cost to the owner.

4.6 Allowances

Hermanson may set aside allowances as identified in Exhibit 4.1 or the detailed scopes of work for specific areas of work that have not been identified or quantified as a potential impact, but cannot be determined at this stage. Should the allowance not be adequate, the Owner will be advised and Hermanson will be compensated for any additional costs.

4.7 On-Going Services

No on-going services in years 2 through 10 have been proposed for this phase of the project.

4.8 Accounting Records

Hermanson shall keep and account of all material, equipment and self-performed construction labor hours entered into the Work as necessary for proper management under this agreement. The owner shall be afforded access to all of the ESCO's records, books, correspondence, instructions, drawings, receipts, vouchers, memoranda, and similar data relating to this Contract. Hermanson shall preserve all such records for a period of three years, or for such longer period as may be required by law after the final payment.

4.9 Reconciliation of Labor & Material Costs

The maximum project allowable cost is based on firm and estimated labor, materials and equipment costs. In recognition that actual material, labor and equipment costs may vary from the estimate, the following procedures are established to reconcile the difference:

1. If the total project cost at completion exceeds the estimated total amount (plus contingency), the added costs will be borne by Hermanson at their expense.
2. If the total costs at completion are less than the estimated total proposal amount (less contingency) the construction cost savings will be retained by the Owner. The professional services portion of the Contract is considered fixed fees, so are still due to the ESCO.
3. If certain EEM measures exceed their individual cost, but the overall project is still under the construction budget, the savings will still be retained by the Owner as in 4.9.2 above. The reverse logic is the same. If certain EEMs cost less than the estimate but the entire project is over budget, the added costs will be borne by Hermanson at their expense.

If the project in aggregate is under budget, there shall be no cost savings split between the Owner and Hermanson. The owner may authorize Hermanson to perform additional measures with the remaining cost savings at their option and authorization, but without impacting or extending the warranty start dates or commencement of energy savings start dates of the base work scope.

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For clarity, the following table outlines whether the Labor and material costs are Estimated or Firm (fixed fee) in the Energy Services Proposal. It further defines the method for providing firm costs during the pre-construction period (after authorization of this ESP. The table also identifies which items are subject to cost reconciliation at the end of the project. As a general rule, those costs that are estimated in the Proposal and bid or quoted during the pre-construction phase are reconciled at the end of the project. Those items that are firm in the proposal will be firm through the project, and not reconciled at the end of the project.

Item	As Proposed in the ESP	Pre-Construction Costing	End of Project Reconciliation
Construction materials, equipment & labor	Estimated	Proposal	Yes
Subcontracts	Estimated	Proposal	Yes
ESCO Professional Services & Fees	Firm - Fixed	Firm - Fixed	No
Contingency	Estimated	Estimated	Yes

4.10 ESCO Compensation

1. **Terms:** monthly progressive billing, net 30 days maximum from the date of the invoice.
2. **Payments:** At a minimum, monthly progressive payments will be made in the amount of percentage complete for that period, less retention of 5% per the contract.
3. **Retention:** Upon the agreement of the owner and Hermanson, Hermanson may furnish a 5% retention bond in lieu of the owner of withholding monthly retention.
4. **Finance charges on unpaid balances shall be subject to interest charges per RCW 39.76.**
5. **Construction Period Financing:** Hermanson may charge construction period financing for projects whereby the anticipated billing lags the earned schedule of values by more than 90 days. Construction period finance charges for this project are based on the estimated earned value each month vs. the anticipated billing collection schedule. Construction period financing will be calculated on the un-billed balance in excess of three months at the rates of Prime plus 2% per annum. Charges are accrued until balances are paid in full. Interest charges will be calculated daily, compounded monthly.

4.11 Financing

Hermanson enjoys over 30 years of experience within the engineering and contracting industry and its financial strength exceeds the industry average. This strength makes it possible to provide and assist with the financing needs of its customers. Long standing relationships with vendors assures reasonable pricing and excellent payment terms.

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4.12 This Project – Long Term Financing

The State Treasurer and the Washington State Hospital Financing Authority has several options available for long term payment financing. The State LOCAL program can provide financing terms up to a fifteen-year payment plan. Third party financing is also available through lenders such as Bank of America. Current finance rate on long-term, permanent financing is currently in the range of 4.0-5.0%, but will vary until a rates has been locked in.

4.13 Termination Value

Refer to program guidelines for information on Termination values

4.14 Terms and Conditions

TERMS OF AGREEMENT

The contract shall be effective and binding upon the parties immediately upon its execution and the period from contract execution until the Commencement Date shall be known as the "Interim Period." All energy savings achieved during the interim period will be fully credited to Owner.

INSURANCE AND BONDING

Hermanson shall provide a payment and performance bond, retention bond (if elected), and GL insurance. For the purposes of This Agreement, The "Sum Amount Of Bond" Shall be (See Exhibit 4.1 – "Budget Summary Breakdown")

1. Certificates of General Liability Insurance will be provided prior to Contract Signing. The State of Washington shall be named as an Additional Insured (if applicable) on all insurance certificates.
2. Hermanson shall provide a payment and performance bond in the amount of 100% of the construction cost, as defined in the Energy Services Agreement Addendum. The amount shall include all authorized charges and state sales tax. The bond shall be in the form attached to the Conditions of the Energy Services Agreement. The Contract listed on the bond form shall be addendum No. and Agreement. Which incorporated the work and the "Contract Date" shall be the date of the Addendum. The full and just sum of the Bond shall be as defined above and shall include the actual cost of purchasing and installing Hermanson's Equipment. The Bond shall specifically exclude coverage for those portions of the Energy Services Agreement and/or Energy Services Agreement Addendum pertaining to design services, energy cost saving guarantee, maintenance guarantee, utility incentives, efficiency guarantees, and any other clauses which do not relate specifically to construction management and supervision of work for purchasing and installing of Hermanson's Equipment, or for work to be accomplished by the Owner. The Bond shall be with a Surety or Bonding Company that is registered with the State of Washington Insurance Commissioner's Office.
3. The Bond does not include any construction contingencies

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- 4. Hermanson does not include separate builder's risk insurance for this project. We can designate an installation floater to our current general liability insurance policy but in the limit of \$500,000.00, all costs inclusive (bonds, taxes, etc.) per facility. If a higher coverage amount is requested by the owner, the owner will pay the added costs for the premium as part of the construction costs.**

Appendix 2

Resumes - *See Federal Form 330*

Appendix 3

Federal Form 330

ARCHITECT – ENGINEER QUALIFICATIONS

PART I – CONTRACT-SPECIFIC QUALIFICATIONS

A. CONTRACT INFORMATION

1. TITLE AND LOCATION *(City and State)*

Energy Services Company Pre-Qualification, State of Washington

2. PUBLIC NOTICE DATE

01/23/2013

3. SOLICITATION OR PROJECT NUMBER

Project Number 2013-133

B. ARCHITECT-ENGINEER POINT OF CONTACT

4. NAME AND TITLE

John Gundlach, Energy Services Manager

5. NAME OF FIRM

Hermanson Company, LLP

6. TELEPHONE NUMBER

206-575-9700

7. FAX NUMBER

206-575-9800

8. E-MAIL ADDRESS

jpgundlach@hermanson.com

C. PROPOSED TEAM

(Complete this section for the prime contractor and all key subcontractors)

	<i>(Check)</i>			9. FIRM NAME <input type="checkbox"/> CHECK IF BRANCH OFFICE	10. ADDRESS	11. ROLE IN THIS CONTRACT
	P R I M E	J V - P A R T N E R	S U - B C O N T R A C T O R			
9a.	X			Hermanson Company, LLP <input type="checkbox"/> CHECK IF BRANCH OFFICE	1221 2 nd Avenue North Kent, WA 98032	Prime Contractor
9b.				<input type="checkbox"/> CHECK IF BRANCH OFFICE		
9c.				<input type="checkbox"/> CHECK IF BRANCH OFFICE		
9d.				<input type="checkbox"/> CHECK IF BRANCH OFFICE		
9e.				<input type="checkbox"/> CHECK IF BRANCH OFFICE		
9f.				<input type="checkbox"/> CHECK IF BRANCH OFFICE		

D. ORGANIZATIONAL CHART OF PROPOSED TEAM

(Attached)

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME John Gundlach	13. ROLE IN THIS CONTRACT Energy Services Manager	14. YEARS OF EXPERIENCE	
		a. TOTAL 32 Yr.	b. WITH CURRENT FIRM 3 Year
15. FIRM NAME AND LOCATION <i>(City and State)</i> Hermanson Company, LLP, Kent, Washington			
16. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Everett Community College – General Studies Sheet Metal Workers International Association – 4 Year Sheet Metal Apprenticeship Training		17. CURRENT PROFESSIONAL REGISTRATION <i>(STATE AND DISCIPLINE)</i> N/A	
18. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i>			
<ul style="list-style-type: none"> • Ottaviano National Mechanical Estimator • University of Washington Industrial Ventilation and Air Cleaning Conferences • Sheet Metal and Air Conditioning Contractors National Association – Labor Relations Seminars • Florida Institute of Technology Project Management Seminar • SMACNA Western Washington Board of Trustees and Executive Committee • SMACNA National Technical Resources Committee Chairman • SMACNA National. Joint Adjustment Board Panelist 			

19. RELEVANT PROJECTS

	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES	CONSTRUCTION <i>(If applicable)</i>
	Federal Way School District, Decatur High School & Public Academy Federal Way, Washington	2011	2011
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm		
a.	Twenty Four (24) various energy conservation measures at two (2) schools, including DDC controls optimization and retro-commissioning, introducing heating zone controls, HVAC occupancy sensors, lighting occupancy sensors, lighting upgrades, optimizing boiler operations, adding a computer lab AC unit, upgrading RTU motors to premium efficiency. This will be complete in the fall of 2011.		
	Seattle School District, Multiple Schools, Boiler & Burner Replacement, Seattle, Washington	2013	2013
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm		
b.	Replacing and upgrading (22) burners in (15) schools to higher-efficiency-type with linkage-less controls and replace two (2) complete boilers with burners in one school with new condensing-type boilers. This will take place over a 2 year period.		
	Ferry County Memorial Hospital, Republic, Washington	In Progress	In Progress
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm		
c.	Designing and building HVAC and Lighting upgrades in renovation of healthcare facility. Energy Services Manager / Total value: \$2,173,246		

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME Ken Dyckman, PE, CEM	13. ROLE IN THIS CONTRACT Sustainability Manager	14. YEARS OF EXPERIENCE	
		c. TOTAL 27	d. WITH CURRENT FIRM 13

15. FIRM NAME AND LOCATION *(City and State)*
Hermanson Company, LLP, Kent, Washington

16. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> BSME Magna Cum Laude, Mechanical Engr, University of AZ MBA, University of AZ	17. CURRENT PROFESSIONAL REGISTRATION <i>(STATE AND DISCIPLINE)</i> PE, WA & AZ
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18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*
CEM, Association of Energy Engineers,
DBIA, Design Build Institute of America
LEED AP, USGBC
Sheet Metal Journeyman, Local 359, AZ
Have overseen (in capacity of Project Manager or Project Executive) over 10 LEED projects ranging in size from \$2M to \$14M from Silver to Platinum

19. RELEVANT PROJECTS

a.	(1) TITLE AND LOCATION <i>(City and State)</i> Lakewood School District, Marysville, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES In Progress	CONSTRUCTION <i>(If applicable)</i> In Progress
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Designing and building HVAC and Lighting replacements in two (2) schools in the Lakewood School District. Engineer and PM – Total Value \$1,757,288		
b.	(1) TITLE AND LOCATION <i>(City and State)</i> Everett Events Center (Comcast Arena)	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2002	CONSTRUCTION <i>(If applicable)</i> 2003
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Designed and built HVAC and plumbing system for 2 ice rinks in this facility, including conference area, concessions. Designed AHUs to provide Economizer, DCV, Heat Recovery, Dehumidification, and Smoke Exhaust. Also designed heat recovery of ice plant to reject heat into spectator area. Engineer and PM – Total Value \$7.0M		
c.	(1) TITLE AND LOCATION <i>(City and State)</i> Tulalip Hotel	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2006	CONSTRUCTION <i>(If applicable)</i> 2008
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Oversaw in-house Design and Construction of HVAC for 11-story, 460-room hotel and casino expansion, including indoor pool and heat recovery AHUs. Owner received ~200K of rebate money from SnoPUD for energy efficient designs. Project Executive – Total Value - \$9.9M		
d.	(1) TITLE AND LOCATION <i>(City and State)</i> Multiple Ft. Lewis Projects	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2005~2009	CONSTRUCTION <i>(If applicable)</i> 2006~2011
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Oversaw in-house Design and Construction for Multiple LEED Silver buildings, including Barracks, Headquarter Buildings, Operation Facilities, etc. Hydronic piping system was employed with air-to-air heat recovery, including dryer exhaust. Projects were all designed to beat ASHRAE 90.2001 or 2004 by at least 30% Project Executive – Total Value - \$40M+ of projects ranging from \$2M to \$14M		

F. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

20. NAME Peter Szabad		21. ROLE IN THIS CONTRACT Energy Services Account Executive		22. YEARS OF EXPERIENCE	
				e. TOTAL 13 Yr.	f. WITH CURRENT FIRM 4 Year
23. FIRM NAME AND LOCATION <i>(City and State)</i> Hermanson Company, LLP, Kent, Washington					
24. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Technical University, Kosice, Slovakia – 2 Years Oregon Institute of Technology, Klamath Falls, Oregon – Bachelor of Science Mechanical Engineering			25. CURRENT PROFESSIONAL REGISTRATION <i>(STATE AND DISCIPLINE)</i> N/A		
26. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i> Peter's main responsibility is to work with clients to kick-off energy conservation retrofits on projects ranging from simple unit replacements to large and complex energy upgrades. He participates in energy audits, developing Energy Conservation Measures (ECM), energy savings computations, project payback calculations, and working with local Utilities in securing grants and rebates for these projects. Peter has completed numerous energy audits, with particular expertise in control systems. His experience includes work within recreational and educational facilities, residential buildings, and commercial structures.					

27. RELEVANT PROJECTS

a.	(1) TITLE AND LOCATION <i>(City and State)</i> Teamsters Building, Tukwila, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2009
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Complete energy retrofit of the hydronic heat pump systems and DDC system / secured 50% PSE funding for the project / 20% electrical energy savings & 60% natural gas savings as a result of implemented ECM's. Account Executive / Total value: \$282,000		<input checked="" type="checkbox"/> Check if project performed with current firm
b.	(1) TITLE AND LOCATION <i>(City and State)</i> Silverbow Farms, Lakebay, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2011	CONSTRUCTION <i>(If applicable)</i> 2011
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Designed and built heat pump replacement using geothermal energy. Account Executive / Total value: \$330,000		<input checked="" type="checkbox"/> Check if project performed with current firm
c.	(1) TITLE AND LOCATION <i>(City and State)</i> Cornish College, Seattle, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2009
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Completion of a number of energy conservation and service type projects, including replacement of RTU's and energy upgrades of student housing. Secured a number of Seattle City Light grants and energy savings for client. Account Executive / Total value: \$92,000		<input checked="" type="checkbox"/> Check if project performed with current firm
d.	(1) TITLE AND LOCATION <i>(City and State)</i> 1001 Fourth Avenue Office Building Energy Upgrades Seattle, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2010	CONSTRUCTION <i>(If applicable)</i> 2010
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Performed Energy analysis and secured 70% Seattle City Light grant for energy upgrade projects / upgrades to the existing fan systems in a high rise facility. Energy Audit / Administration / Total value: \$210,000		<input checked="" type="checkbox"/> Check if project performed with current firm

G. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

28. NAME Tami Sollitt	29. ROLE IN THIS CONTRACT Project Coordinator	30. YEARS OF EXPERIENCE <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:50%;">g. TOTAL 17 yrs.</td> <td style="width:50%;">h. WITH CURRENT FIRM 1 Year</td> </tr> </table>		g. TOTAL 17 yrs.	h. WITH CURRENT FIRM 1 Year
g. TOTAL 17 yrs.	h. WITH CURRENT FIRM 1 Year				
31. FIRM NAME AND LOCATION <i>(City and State)</i> Hermanson Company, LLP, Kent, Washington					
32. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> ITT Technical Institute – BS Project Management ITT Technical Institute – AAS Computer-Aided Drafting		33. CURRENT PROFESSIONAL REGISTRATION <i>(STATE AND DISCIPLINE)</i>			
34. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i>					

35. RELEVANT PROJECTS

	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
a.	Bravern Residences, Bellevue, Washington	PROFESSIONAL SERVICES 2008	CONSTRUCTION <i>(If applicable)</i> 2010
		<input type="checkbox"/> Check if project performed with current firm	
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Designed and built Residential Towers/ Design of Domestic water system, sanitary waste & vent system, gas system, rain-leader system, and Parking structure system below. Field coordination of systems and proper installation. HVAC design assist. Plumbing Designer		
b.	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
	Escelada Residences, Seattle, Washington	PROFESSIONAL SERVICES 2008	CONSTRUCTION <i>(If applicable)</i> 2010
	<input type="checkbox"/> Check if project performed with current firm		
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Designed and built both Residential Towers/ Design of Domestic water system, sanitary waste & vent system, gas system, rain-leader system, and Parking structure system below. Field coordination of systems and proper installation. HVAC design assist. Plumbing Designer		
c.	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
	Seattle First Methodist Church & Parking Structure, Seattle, Washington	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2011
	<input type="checkbox"/> Check if project performed with current firm		
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Design of Domestic water system, sanitary waste & vent system, gas system, rainleader system, and Parking structure system on adjacent lot. Field coordination of systems and proper installation. Plumbing Designer		
d.	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
	Gallery Residences (2 nd & Broad)	PROFESSIONAL SERVICES 2007	CONSTRUCTION <i>(If applicable)</i> 2009
	<input type="checkbox"/> Check if project performed with current firm		
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Design and build of High Rise Building/ Design of Domestic water system, sanitary waste & vent system, gas system, rain-leader system, and Parking structure system below. Field coordination of systems and proper installation. Plumbing Designer		

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME David Nehren, P.E., LEED A.P.	13. ROLE IN THIS CONTRACT Mechanical Engineering Manager	14. YEARS OF EXPERIENCE i. TOTAL 21 Yr.	
		j. WITH CURRENT FIRM 9 Year	
15. FIRM NAME AND LOCATION <i>(City and State)</i> Hermanson Company, LLP, Kent, Washington			
16. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> University of Washington, Bachelor of Science, Mechanical Engineering – 1992		17. CURRENT PROFESSIONAL REGISTRATION <i>(STATE AND DISCIPLINE)</i> Registered Professional Engineer in the state of Washington.	
18. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i> <ul style="list-style-type: none"> • Accredited LEED Professional, 2004 • American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE) • American Society of Plumbing Engineers (ASPE) 			

19. RELEVANT PROJECTS

	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
a.	Teamsters Building, Tukwila, Washington	PROFESSIONAL SERVICES	CONSTRUCTION <i>(If applicable)</i>
		2009	2009
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Complete Design-Build energy retrofit of the hydronic heat pump systems and DDC system / secured 50% PSE funding for the project / 20% electrical energy savings & 60% natural gas savings as a result of implemented ECM's. Engineering Manager / Total value: \$282,000		
b.	1001 Fourth Avenue Office Building Energy Upgrades Seattle, Washington	PROFESSIONAL SERVICES	CONSTRUCTION <i>(If applicable)</i>
		2010	2010
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Performed Energy analysis and secured 70% Seattle City Light grant for energy upgrade projects / upgrades to the existing fan systems in a high rise facility. Engineering Manager / Total value: \$210,000		
c.	Cheney Stadium Renovation, Tacoma, Washington	PROFESSIONAL SERVICES	CONSTRUCTION <i>(If applicable)</i>
		2010	2011
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Existing conditions analysis and mechanical engineering design for upgrades and replacement of plumbing and HVAC systems for total building upgrade. Engineering Manager / Total value: \$2,200,000		
d.	Pacific Building Seattle, Washington	PROFESSIONAL SERVICES	CONSTRUCTION <i>(If applicable)</i>
		2002	2002
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Energy Retrofit of existing building. Water cooled chillers, cooling tower and building systems. Engineering Manager / Total value: \$500,000		
e.	1700 7 th Ave, Seattle, Washington	PROFESSIONAL SERVICES	CONSTRUCTION <i>(If applicable)</i>
		1999	2001
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm 24 Story High Rise Office Building with variable flow floor by floor chilled water system. Significant Seattle City Light rebate through extensive ECM analysis (Largest to date with SCL) Engineer / Total Value: \$7,000,000		

H. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

36. NAME Brian Bourhill	37. ROLE IN THIS CONTRACT Energy Engineer / Auditor	38. YEARS OF EXPERIENCE <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:50%;">k. TOTAL</td> <td style="width:50%;">l. WITH CURRENT FIRM</td> </tr> <tr> <td align="center">12</td> <td align="center">2</td> </tr> </table>		k. TOTAL	l. WITH CURRENT FIRM	12	2
k. TOTAL	l. WITH CURRENT FIRM						
12	2						
39. FIRM NAME AND LOCATION <i>(City and State)</i> Hermanson Company, LLP, Kent, Washington							
40. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Associate of Applied Science, Computer Drafting ITT Technical College		41. CURRENT PROFESSIONAL REGISTRATION <i>(STATE AND DISCIPLINE)</i>					
42. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i> <ul style="list-style-type: none"> • Autocad Certification • MCA HVAC Engineering • Association of Energy Engineers – CEM Certification 							

43. RELEVANT PROJECTS

	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES	CONSTRUCTION <i>(If applicable)</i>
a.	Seattle School District Upgrades Seattle, Washington	2009	2009
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Replacement of burners and boilers on 16 schools throughout the Seattle School District. Energy Engineer-Auditor / Total value: \$1.8 million			
b.	Fisher Plaza Seattle, Washington	2012	2012
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Design-build, HVAC Tenant Improvement and Energy Upgrades for Data Center cooling system. Drafting / Total value: \$265k			
c.	1001 Fourth Avenue Office Building Energy Upgrades Seattle, Washington	2010	2010
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Energy Services Performance upgrades; design-build professional services and construction contract to provide phased energy upgrades. Work includes conversion from 100% outside air fan systems to economizers. Controls energy efficiency upgrade, demand controls ventilation with COP sensors. Hermanson provided energy analysis and secured 70% funding from Seattle City Light grant. Drafting / Total value: \$210k			
d.	Vintage Computer Museum	2012	2012
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Full mechanical, design-build tenant improvement. Drafting / Total value: \$132k			

I. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

44. NAME Jon Duncan	45. ROLE IN THIS CONTRACT Energy Services Superintendent / Commissioning Manager	46. YEARS OF EXPERIENCE m. TOTAL n. WITH CURRENT FIRM 26 yrs 26 yrs.	
47. FIRM NAME AND LOCATION <i>(City and State)</i> Hermanson Company, LLP, Kent, Washington			
48. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Sheet Metal Apprenticeship – 1998, Local 66 Seattle Central Community College		49. CURRENT PROFESSIONAL REGISTRATION <i>(STATE AND DISCIPLINE)</i> Washington Local 66 – Sheet Metal Workers	
50. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i> OSHA 30 Safety Certification, Sheet Metal & Air Conditioning National Association (SMACNA, Local 66 Foreman and Supervisor Training, Forklift Operator Certification, Scissor-Lift & Boom-Lift Operator Certification,			

51. RELEVANT PROJECTS

a.	(1) TITLE AND LOCATION <i>(City and State)</i> Evergreen Emergency Department & Patient Buildings Kirkland, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2006	CONSTRUCTION <i>(If applicable)</i> 2006
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Full Mechanical, plan spec new construction of hospital facilities. Jobsite Superintendent / Total value: \$12.2 million		
b.	(1) TITLE AND LOCATION <i>(City and State)</i> Providence Everett Cymbaluk Hospital Tower Everett, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2011	CONSTRUCTION <i>(If applicable)</i> 2011
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Full mechanical, design-assist new construction of hospital facilities. Commissioning Manager / Total value: \$65 million		
c.	(1) TITLE AND LOCATION <i>(City and State)</i> 1823 Terry/Aspira Apartment Tower Seattle, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2010	CONSTRUCTION <i>(If applicable)</i> 2010
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Full mechanical, design-assist new construction of residential building. Commissioning Manager / Total value: \$13 million		
d.	(1) TITLE AND LOCATION <i>(City and State)</i> Children’s Hospital & Medical Center Seattle, Washington	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES 2004	CONSTRUCTION <i>(If applicable)</i> 2004
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm HVAC upgrades, moves, tenant improvement work, and on-call construction services throughout CHMC facilities for eleven years. Jobsite Superintendent / Total value: \$10 million		

J. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

52. NAME Scott Connors	53. ROLE IN THIS CONTRACT Site Superintendent	54. YEARS OF EXPERIENCE	
		o. TOTAL 34 yrs.	p. WITH CURRENT FIRM 7 yrs.
55. FIRM NAME AND LOCATION <i>(City and State)</i> Hermanson Company, LLP, Kent, Washington			
56. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Plumbers & Pipe-Fitters Apprenticeship – Local 32		57. CURRENT PROFESSIONAL REGISTRATION <i>(STATE AND DISCIPLINE)</i> Washington Local 32 – Plumbers & Pipe-Fitters	
58. OTHER PROFESSIONAL QUALIFICATIONS <i>(Publications, Organizations, Training, Awards, etc.)</i> OSHA 30 Safety Certification, WA State Plumbers License, WA State Medical Gas Piping Installer License, Local 32 Foreman and Supervisor Training, Forklift Operator Certification, Scissor-Lift & Boom-Lift Operator Certification, First Aid & CPR Certification			

59. RELEVANT PROJECTS

	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
a.	Seattle School District Upgrades Seattle, Washington	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2009
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Replacement of burners and boilers on 16 schools throughout the Seattle School District. Site Superintendent / Total value: \$1.8 million		
b.	Sabey Data Center Tukwila, Washington	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2009
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Full mechanical, plan-spec repair/renovation. Lead Foreman / Total value: \$1.4 million		
c.	Carillon Point, Building 4000, 7 th Floor Executive Offices Kirkland, Washington	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2009
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Full mechanical, plan-spec tenant improvement. Plumbing Foreman / Total value: \$1.2 million		
d.	Art Stable Building Seattle, Washington	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2009
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Full mechanical, design build tenant improvement. Plumbing Foreman / Total value: \$381K		

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER

1

21. TITLE AND LOCATION <i>(City and State)</i> Seattle School District Upgrades Seattle, Washington	22. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2009

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER Seattle School District	b. POINT OF CONTACT NAME David Standaart	c. POINT OF CONTACT TELEPHONE NUMBER 206-252-0662
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24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Upgrade the original, aged oil/gas burners on (22) boilers at (15) schools with energy efficient natural gas-only burners outfitted with linkage-less controls. Repair broken refractory and fire brick in several school boilers. Replace (2) entire boilers at one elementary school with new high-efficient, condensing boilers and new condensing hot water heater.

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
a.	Hermanson Company	Kent, Washington	Energy Services Company
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
f.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT <i>(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)</i>	20. EXAMPLE PROJECT KEY NUMBER 2
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21. TITLE AND LOCATION <i>(City and State)</i> Cornish College Seattle, Washington	22. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2009

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER Cornish College	b. POINT OF CONTACT NAME Joe Henline	c. POINT OF CONTACT TELEPHONE NUMBER 206-726-5006
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24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

(\$92,000) Energy Services Performance upgrades; design-build professional services and construction contract to achieve energy efficiency, including controls system optimization, high efficiency rooftop unit replacement, Variable frequency drives installed on fan systems, etc.

Hermanson helped the client secure a number of Seattle City Light grants.

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Hermanson Company	(2) FIRM LOCATION <i>(City and State)</i> Kent, Washington	(3) ROLE Energy Services Company
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
f.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT <i>(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)</i>	20. EXAMPLE PROJECT KEY NUMBER 3
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21. TITLE AND LOCATION <i>(City and State)</i> 1001 Fourth Avenue Office Building Energy Upgrades Seattle, Washington	22. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2010	CONSTRUCTION <i>(If applicable)</i> 2010

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER Hines Interests, LTD	b. POINT OF CONTACT NAME Rob Keator	c. POINT OF CONTACT TELEPHONE NUMBER 425- 467-0407
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24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

(\$210,000) Energy Services Performance upgrades; design-build professional services and construction contract to provide phased energy upgrades. Work includes conversion from 100% outside air fan systems to economizers. Controls energy efficiency upgrade, demand controls ventilation with COP sensors.

Hermanson provided energy analysis and secured 70% funding from Seattle City Light grant.

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Hermanson Company	(2) FIRM LOCATION <i>(City and State)</i> Kent, Washington	(3) ROLE Energy Services Company
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
f.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT <i>(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)</i>	20. EXAMPLE PROJECT KEY NUMBER 4
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21. TITLE AND LOCATION <i>(City and State)</i> Parker Smith & Feek Offices Bellevue, Washington	22. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2010

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER Parker Smith & Feek	b. POINT OF CONTACT NAME Tony Williams	c. POINT OF CONTACT TELEPHONE NUMBER 425-709-3720
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24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

(\$400,000) Energy Services Performance upgrades; design-build professional services and construction contract to provide phased energy upgrades. Work includes lighting, control upgrades, installation of energy efficiency water fountains, and installation of demand controlled ventilation with CO2.

Phased work to occur of two year period. Future work includes installation of hydronic heat pump isolation valves, energy management controls, variable speed pumping, high efficiency heat pump replacement.

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Hermanson Company	(2) FIRM LOCATION <i>(City and State)</i> Kent, Washington	(3) ROLE Energy Services Company
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
f.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER

5

21. TITLE AND LOCATION <i>(City and State)</i> Tahoma Jr. High Ravensdale, Washington	22. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2010	CONSTRUCTION <i>(If applicable)</i> 2010

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER Tahoma School District	b. POINT OF CONTACT NAME Yahya Abdurraheem	c. POINT OF CONTACT TELEPHONE NUMBER 425-413-3200
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24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Replace (2) entire boilers with new cast iron sectional boilers and repair cracked sections of their third boiler at the middle school. Reconfigure the boiler HWH supply and return piping with new secondary loops, pumps and controls to minimize condensing, reduce over-cycling and heat stressing. Re-commission and optimize the boiler controls to reduce energy.

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Hermanson Company	(2) FIRM LOCATION <i>(City and State)</i> Kent, Washington	(3) ROLE Energy Services Manager
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
f.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER

6

21. TITLE AND LOCATION <i>(City and State)</i> Ferry County Memorial Hospital Republic, Washington	22. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2011	CONSTRUCTION <i>(If applicable)</i> 2011

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER WA General Administration Department of E&A	b. POINT OF CONTACT NAME Barrett Stillings	c. POINT OF CONTACT TELEPHONE NUMBER 509-775-3866
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24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Upgrade the existing oil-fired boiler heated HVAC system with a new variable refrigerant flow (VRF) system complete with automated temperature controls throughout the hospital wing. Install new dedicated domestic hot water heaters for the kitchen and laundry facilities. Upgrade the aged dishwasher. Re-commission exhaust fan interlocks. Upgrade the exit signs and exterior wall wash lighting to LED.

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Hermanson Company	(2) FIRM LOCATION <i>(City and State)</i> Kent, Washington	(3) ROLE Energy Services Manager
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
f.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

26. EXAMPLE PROJECT KEY NUMBER

7

27. TITLE AND LOCATION <i>(City and State)</i> Lakewood School District Marysville, Washington	28. YEAR COMPLETED	
	PROFESSIONAL SERVICES In Progress	CONSTRUCTION <i>(If applicable)</i> In Progress

29. PROJECT OWNER'S INFORMATION

d. PROJECT OWNER Lakewood School District	e. POINT OF CONTACT NAME Fred Owyn	f. POINT OF CONTACT TELEPHONE NUMBER 425-327-5039
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30. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Upgrade the classrooms lighting and exterior lighting to more energy efficient fluorescent and/or LED with dual-technology occupancy sensor controls in three (3) elementary schools, the middle school and the bus garage. Upgrade the classroom unit ventilators to heat pumps with economizer functions in the middle school. Upgrade the existing front-end BAS controls five (5) schools, delete pneumatic controls at the middle school.

31. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

	(4) FIRM NAME	(5) FIRM LOCATION <i>(City and State)</i>	(6) ROLE
a.	Hermanson Company	Kent, Washington	Energy Services Manager
b.	(4) FIRM NAME	(5) FIRM LOCATION <i>(City and State)</i>	(6) ROLE
c.	(4) FIRM NAME	(5) FIRM LOCATION <i>(City and State)</i>	(6) ROLE
d.	(4) FIRM NAME	(5) FIRM LOCATION <i>(City and State)</i>	(6) ROLE
e.	(4) FIRM NAME	(5) FIRM LOCATION <i>(City and State)</i>	(6) ROLE
f.	(4) FIRM NAME	(5) FIRM LOCATION <i>(City and State)</i>	(6) ROLE

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

32. EXAMPLE PROJECT KEY NUMBER

8

33. TITLE AND LOCATION <i>(City and State)</i> Clover Park School District Lakewood, Washington	34. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2012	CONSTRUCTION <i>(If applicable)</i> 2012

35. PROJECT OWNER'S INFORMATION

g. PROJECT OWNER Clover Park School District	h. POINT OF CONTACT NAME Bruce Gardner	i. POINT OF CONTACT TELEPHONE NUMBER 253-583-5000
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36. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Upgrade the classrooms lighting and exterior lighting to more energy efficient fluorescent and/or LED with dual-technology occupancy sensor controls in the high school and one (1) middle school. Replace (59) indoor classroom unit heat pumps and (2) gym rooftop AHUs in the high school with new, more efficient units. Install VFDs & controls on the (2) HWH circulation pumps. Upgrade the BAS temperature controls for those heat pumps.

37. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

	(7) FIRM NAME	(8) FIRM LOCATION <i>(City and State)</i>	(9) ROLE
a.	Hermanson Company	Kent, Washington	Energy Services Manager
b.	(7) FIRM NAME	(8) FIRM LOCATION <i>(City and State)</i>	(9) ROLE
c.	(7) FIRM NAME	(8) FIRM LOCATION <i>(City and State)</i>	(9) ROLE
d.	(7) FIRM NAME	(8) FIRM LOCATION <i>(City and State)</i>	(9) ROLE
e.	(7) FIRM NAME	(8) FIRM LOCATION <i>(City and State)</i>	(9) ROLE
f.	(7) FIRM NAME	(8) FIRM LOCATION <i>(City and State)</i>	(9) ROLE

9. EMPLOYEES BY DISCIPLINE

a. Function Code	b. Discipline	c(1). No. of Employees - Firm	c(2). No. of Employees - Branch
02	Administrative	20	20
08	CADD Technician	4	4
15	Construction Inspector	2	2
16	Construction Manager	11	11
18	Cost Engineer / Estimator	8	8
42	Mechanical Engineer	11	11
48	Project Manager	8	8
	Other Employees:		
	Union – Sheet Metal Workers	97	97
	Union – Plumbers & Pipe Fitters	79	79

10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST 5 YEARS

a. Profile Code	b. Experience	c. Revenue Index Number (see below)
A06	<u>Hangar Holdings / Costco Corporate Hangars:</u> Design-Build mechanical engineering & construction for new corporate hangars for private jets.	1
B01	<u>Fort Lewis Stryker Brigade:</u> Design-Build mechanical engineering & construction for new Barracks housing 600 military personnel.	2
C06	<u>Christian Faith Center Sanctuary Tenant Improvements:</u> Design-Build mechanical engineering & construction for build-out of sanctuary space in Hermanson designed shell & core.	1
C10	<u>Boeing Employee Credit Union Branches:</u> Design-Build mechanical engineering & construction for multiple new bank branches throughout the Puget Sound region.	1
C13	<u>Sabey Data Center SDC-42:</u> Design-Build mechanical engineering & construction for build-out of new data center space. Received energy rebate to offset construction costs for efficient design.	4
D07	<u>Red Mango Tenant Improvements:</u> Design-Build mechanical engineering & construction for build-out of new restaurant outlets in multiple locations.	1
E02	<u>Cornish College Energy Upgrades:</u> Analysis and Design-Build mechanical engineering & Construction for energy improvements on campus	1
E07	<u>Seattle School District Boiler & Burner Replacement:</u> Replacing and upgrading 22 burners in 15 schools to higher-efficiency and replacing two complete boilers with burners	1
G01	<u>River Park Parking Garage:</u> Design-Build mechanical engineering & construction for new parking structure for mixed-use development	1
H09	<u>Snoqualmie Valley Hospital:</u> Design-Build mechanical engineering & construction for replacement of full-service hospital	1
H10	<u>Hyatt Place Hotel:</u> Design-Build mechanical engineering & construction for new downtown hotel and connected apartment structure.	2
H11	<u>Joseph Arnold Lofts:</u> Design-Build mechanical engineering & construction for new high-rise Apartment structure	2
I01	<u>Boeing Everett:</u> Design-Build mechanical engineering & construction for multiple move-add-Improvement projects at the Boeing Everett plant	1
J01	<u>Nakamura Federal Courthouse:</u> Design-Build mechanical engineering & construction for tenant Improvement projects subsequent to total building renovation	1
L01	<u>Dendreon Laboratories:</u> Design-Build mechanical engineering & construction for installation of Research & Development laboratories in an existing building.	1
O01	<u>Aleutian Spray Fisheries Building:</u> Design-Build mechanical engineering & construction for new Office building and subsequent tenant improvement build-out	3
P13	<u>Bonney Lake Justice Center Engineering:</u> Mechanical engineering for tenant improvement to City judicial center.	1
R04	<u>Cheney Stadium Renovation:</u> Design-Build mechanical engineering & construction for fast-tracked, complete renovation of historic AAA Baseball stadium	1
S12	<u>Newmark Pool Dehumidification:</u> Design-Build mechanical engineering & construction to install Dehumidification system in pool facilities	1
W01	<u>Apollo Warehouse:</u> Design-Build mechanical engineering & construction for system upgrades.	1

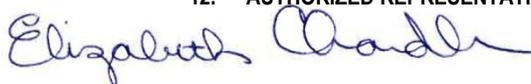
PROFESSIONAL SERVICES REVENUE INDEX NUMBER

- | | |
|---|---|
| 1. Less than \$100,000 | 6. \$2 million to less than \$5 million |
| 2. \$100,000 to less than \$250,000 | 7. \$5 million to less than \$10 million |
| 3. \$250,000 to less than \$500,000 | 8. \$10 million to less than \$25 million |
| 4. \$500,000 to less than \$1 million | 9. \$25 million to less than \$50 million |
| 5. \$1 million to less than \$2 million | 10. \$50 million or greater |

11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS
(Insert revenue index number shown above)

- 11a. Federal Work: 1
- 11b. Non-Federal Work: 5
- 11c. Total Work: 5

12. AUTHORIZED REPRESENTATIVE. The foregoing is a statement of facts.

- 12a. SIGNATURE: 
- 12b. DATE SIGNED: 2/21/13