Honeywell

Honeywell Building Solutions

REQUEST FOR QUALIFICATIONS
RFQ # 946-11316
Engineering Services – Energy Performance Contracting

City of Fort Lauderdale

Prepared for:

Mr. Ronald Archey
Procurement Specialist

City of Fort Lauderdale
100 N. Andrews Avenue
Fort Lauderdale, Fl 33301

Prepared by:

Mr. Alfred Guerrero
Energy Solutions Account Executive

Energy & Environmental Solutions
9315 NW 112th Avenue
Miami, FL 33178

ENERGY & ENVIRONMENTAL SOLUTIONS

HONEYWELL PROPRIETARY

Non-Disclosure Statement

This proposal or qualification data includes data that shall not be disclosed outside City of Fort Lauderdale, and shall not be duplicated, used or disclosed – in whole or part – for any purposed other than to evaluate this proposal or quotation. If, however, a contract is awarded to this offeror as a result of -- or in connection with -- the submission of this data, City of Fort Lauderdale shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit City of Fort Lauderdale's right to use information contained in this data if it is obtained from

Budgetary Proposal

This budgetary proposal is provided for information and planning purposes only, to be used for feasibility decisions, planning, and budget development only, and is non-binding and does not constitute an offer for sale. Honeywell will be pleased to provide a firm price proposal upon request which will include all technical and commercial considerations.

General Disclaimer about Pre-Contract Information

HONEYWELL MAKES NO REPRESENTATION OR WARRANTY REGARDING ANY FINANCIAL PROJECTIONS, DATA OR INFORMATION PROVIDED, EXCEPT AS MAY BE EXPRESSLY SET FORTH IN A DEFINITIVE AGREEMENT.

Municipal Advisor Disclaimer

HONEYWELL IS NOT ACTING AS A MUNICIPAL ADVISOR OR FIDUCIARY ON YOUR BEHALF. ANY MUNICIPAL SECURITIES OR FINANCIAL PRODUCTS INFORMATION PROVIDED IS FOR GENERAL INFORMATIONAL AND EDUCATIONAL PURPOSES ONLY AND YOU SHOULD OBTAIN THE ADVICE OF A LICENSED AND QUALIFIED FINANCIAL ADVISOR REGARDING SUCH INFORMATION.

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Honeywell

Energy & Environmental Solutions
Honeywell
9315 NW 112th Avenue
Miami, FL 33178
Mobile: (305) 431-2042
Fax: (305) 929-9805

PROPOSAL LETTER / LETTER OF INTEREST / PROPOSAL SIGNATURE FORM

February 26, 2014

Fort Lauderdale City Hall
Procurement Services Division
100 N. Andrews Avenue, #619
Fort Lauderdale, FL 33301

RE: RFQ # 946-11316 Engineering Services – Energy Performance Contracting

Dear Mr. Archey,

Honeywell is honored and excited to present to you a response to your Request for Qualifications for Energy Performance Contracting Services. We are committed to the success of the project and will do so by providing Honeywell's "best and brightest" talent to ensure maximum benefit to the city.

Honeywell is a market leader of Energy Savings Performance Contracts. We have been in the Performance Contracting business for over 30 years. In that time, we have implemented over **5,000 performance contracts, saving our customers over $5 Billion in energy and operational costs.** During that same 30-year period, Honeywell has also accumulated a reference list that includes an extensive list of Cities and Counties that have benefited from creative energy and water conservation measures that we have co-developed with our customers.

"... the City of Clearwater entered into an Energy Saving Performance Contract with Honeywell... We are very pleased with Honeywell's performance on the project. To the Honeywell team: Thank you for a fantastic job..."

William B. Horne, II
City Manager
City of Clearwater

Within this submittal, Honeywell will demonstrate to you its ability to upgrade critical infrastructure and reduce energy and operating costs within the City of Fort Lauderdale's infrastructure, including buildings, parking garages, city parks, water and wastewater plants, street lights and many other critical areas. Our submittal will include examples of Energy Savings Performance Contracts we have developed for local Florida clients such as the City of Port St. Lucie, Miami-Dade County, as well as The Broward Center for the Performing Arts in Fort Lauderdale. Recognizing that Fort Lauderdale has a wide range of infrastructure we'll also highlight our experience with specific Energy Conservation Measures (ECMs) that are very relevant to Fort Lauderdale. They include technologies in the areas of HVAC, Water Conservation, building automation, outdoor Sports lighting, renewable energy, Automated Meter reading technology, demand response strategies and other Utility-focused ECM's.

Performance Contracts are also an opportunity to deliver positive economic impact to the local community. Honeywell has a strong South Florida presence and is committed to utilizing local subcontractors as much as possible. As an example, Miami International Airport is a long-standing customer of Honeywell. Since 2009, Honeywell has awarded over $4.9M in sub-contracts to County disadvantaged small business firms for work at the airport. We set the bar high when it comes to utilization of local labor and we will do again here at the City of Fort Lauderdale.

Why Honeywell is the most qualified ESCO for Fort Lauderdale

1. **ESPC Experience:** Honeywell has over 30 years of experience with Energy Savings Performance Contracting. Just in the past five years, we have been awarded over 600 performance contracting projects totaling close to $2 Billion dollars.

2. **Municipal Experience:** We know the municipal marketplace. Since 2006 Honeywell has implemented over $800 Million in performance contracts with cities and counties around the US and Canada. Just recently, Honeywell was awarded a $7.9M Performance Contract with Miami-Dade County.

3. **Local ESPC Reference:** One need not go far to see a sample of Honeywell's work. We have an existing Performance Contracting customer in Fort Lauderdale at the Broward Center of Performing Arts. We have exceeded our energy savings guarantee every year of our contract and continue to provide value.

4. **We are Local:** Honeywell's fully staffed local South Florida branch office is equipped to meet the needs of Fort Lauderdale. The Account manager, Mr. Alfred Guerrero, is based in South Florida and will work out of our Miami Branch office to ensure support is available at all times.

5. **In-House Engineering, Design and Energy analysis**: Honeywell has extensive energy engineering expertise and has audited analyzed, modeled, and developed creative energy-savings strategies for hundreds of buildings of various types. Honeywell has a wealth of in-house talent backed by years of experience, outstanding education credentials and industry certifications. Our experience enables us to furnish an expert analysis to optimize the best energy design for any situation.

6. **We know Utilities:** The largest energy consumers in the City are the Water & Wastewater Treatment plants. Honeywell provides a host of energy efficiency expertise and service for your Utility Enterprise, including water & wastewater system and process improvements, energy conservation and management programs, as well as smart grid solutions that can help you better manage your utility business. Honeywell is the clear leader in national program delivery, expertise and experience for utilities.

7. **Risk:** We take on more risk: Other ESCO's may claim they have never had an energy short-fall or had to make a payout. If so, then the ESCO is not taking enough risk on your behalf. Although our engineering expertise allows us to keep our payouts low and infrequent, we are proud that we take on our customer's risk and make good on our guarantee in the instances when a payout is necessary.

8. **Pricing Transparency:** Honeywell's practice is to provide open-book pricing to our customer's. We routinely share our labor and equipment estimates, as well as major subcontractor quotes and pricing details, with our clients. This allows us to provide equipment options from a wide variety of

manufacturers without bias for or against one brand or manufacturer over another; it is your choice and decision.

9. **Strong Strategic Relationships:** Honeywell has invited two local Fort Lauderdale-based firms to assist in developing the right solutions for the City of Fort Lauderdale. Both CH2M-Hill and Hill-York Energy Services bring years of world class experience and design experience in both Utilities and Facilities that will allow us to provide the city with solutions that deliver value.

10. **Vendor-neutrality:** We are vendor-neutral when engaging in energy savings performance contracts, with solutions ultimately derived from *customer preference* and our own experience with similar projects and customers. Our process allows us to work with a wide variety of specialists, manufacturers and consultants and contractors without being positioned with a single vendor's solution.

The Honeywell Team

Ultimately however, we believe the greatest strength Honeywell brings to the City is our people, their experience, and the time-proven approach they use to implement mission-critical ESPCs on time and within budget. Our commitment to developing comprehensive and innovative projects begins with a philosophy that if we can't identify at least 30% overall savings then we've not dug deep enough to benefit our clients. We stand behind our work and will deliver a project with the most financial value and least risk to you. Our business is built on strong references and we start with the philosophy that every Honeywell customer will be a positive reference just as we have demonstrated over the past 30 years.

We are excited about your project and have the team and resources in place to implement your project immediately. We, at Honeywell, look forward to developing a long and mutually beneficial business partnership with the City of Fort Lauderdale. We are committed from all levels to exceed your expectations. Thank you again for the opportunity to earn your business

Sincerely,

Alfred Guerrero
Energy Solutions Account Executive
Honeywell International, Inc.
9315 NW 112th Avenue
Miami, Florida 33178
Tel: (305) 431-2042

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Services Division, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services ~~at the price(s) and terms stated~~ subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such ~~acceptance~~ contract covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below **must** be completed. If the field does not apply to you, please note N/A in that field.

Submitted by _____ 2/24/14 _____
(signature) (date)

Name (printed) _Alfred Guerrero _____ Title:_Energy Solutions Account Executive ____

Company: (Legal Registration) _____Honeywell International_____

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit http://www.dos.state.fl.us/).

Address: _____9315 NW 112th Avenue _____

City __Miami_____ State: FL__ Zip___33178_____

Telephone No. _(305) 431-2042__ Fax: (305) 929-9805 Email: Alfred.Guerrero@Honeywell.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): _____

Payment Terms (section 1.04): _____ Total Bid Discount (section 1.05): _____

Does your firm qualify for MBE or WBE status (section 1.09): MBE _____ WBE _____

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued
Addendum No. 1	February 17th, 2014
Addendum No. 2	February 25th, 2014

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS. If this section does not apply to your bid, simply mark N/A in the section below.
Variances:

"If selected, and consistent with Section III of the RFP, Honeywell would expect to enter into good faith negotiations with the City to establish the terms and conditions for one or more investment-grade energy performance audits, and at the City's discretion, one or more guaranteed energy performance contracts to provide agreed-upon work. The final terms and conditions would depend on the scope of the work, the conditions of the site(s) of the work, pricing, the nature of guarantees to be provided and similar factors. Honeywell has extensive experience with many forms of both audit agreements and guaranteed energy performance contracts, and endeavors to establish terms in such contracts that make all obligations clear, and consistent with the expectations of its customers."

City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 1

RFQ 946-11316
General Engineering – Energy Performance Contracting - CCNA

ISSUED February 17, 2014

1. This addendum is being issued to make the following change:

ARTICLE 6
TERM OF AGREEMENT; TIME FOR PERFORMANCE

6.1 The initial term of this Agreement shall be in alignment with FS 489.145 for comprehensive performance contract not to exceed 20 years. The contract may provide for repayment to the lender of the installation construction loan through installment payments for a period not to exceed 20 years. The term of a contract expires at the end of each fiscal year and may be automatically renewed annually for up to 20 years, subject to the City of Fort Lauderdale making sufficient annual appropriations based upon continued realized energy, water, and wastewater savings.

All other terms, conditions, and specifications remain unchanged.

Kirk W. Buffington, CPPO, C.P.M. MBA
Deputy Director of Finance

Company Name: _____
(please print)

Bidder's Signature: _____

Date: _____

City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 2

RFQ 946-11316
General Engineering – Energy Performance Contracting - CCNA

ISSUED February 25, 2014

1. This addendum is being issued to make the following change:

ARTICLE 6
TERM OF AGREEMENT; TIME FOR PERFORMANCE

6.1 The initial term of this Agreement shall be in accordance with Section 489.145, Florida Statutes (2013), to wit: one year from the effective date, renewable until September 30, 2015. Thereafter, any renewal periods of the Agreement end on September 30 of each year and the Agreement may be renewed annually, except that the total number of years shall not exceed twenty. Any renewal of this Agreement is subject to the City making sufficient annual appropriations based upon continued realized energy, water, and wastewater savings.

All other terms, conditions, and specifications remain unchanged.

Kirk W. Buffington, CPPO, C.P.M. MBA
Deputy Director of Finance

Company Name: _____
(please print)

Bidder's Signature: _____

Date: _____

QUALIFICATIONS OF THE FIRM

Qualifications of the firm have been included on Standard Form 330 with additional information provided below.

Honeywell International Inc. (HONEYWELL) has been involved in the energy efficiency related business for over 125 years, beginning with the invention of the very first furnace regulator and alarm in 1885 by an inventor named Albert Butz. He formed the Butz Thermo-Electric Regulator Company, and a few weeks later invented what he called a "damper flapper" – now better known as the thermostat.

Today, Honeywell International Inc. is a global market leader in the Energy, Performance Contracting, Building Controls, Aerospace, Industrial Automation, and Chemicals and Automobile Components industries. We are a Fortune 100 Corporation, with 2012 sales exceeding $37 Billion, and approximately 132,000 employees worldwide.

For the City of Fort Lauderdale Energy Performance Contracting project, resources will be utilized primarily from our South Florida / Miami offices.

Firm Profile

Global Headquarters:
Honeywell International Inc.
101 Columbia Road
Morristown, NJ 07962

RFP Response Office:
Energy & Environmental Solutions
9315 NW 112th Avenue
Miami, Florida 33178

Principal Contact Person

The following individual may be contacted during the period of proposal evaluation, and will serve as the Honeywell representative during the project Investment Grade Audit Phase:

Honeywell

Alfred Guerrero
Energy Solutions
Account Executive

Energy & Environmental Solutions
Honeywell
9315 NW 112th Avenue
Miami, FL 33178

(305) 431-2042 Mobile
(305) 929-9805 Fax

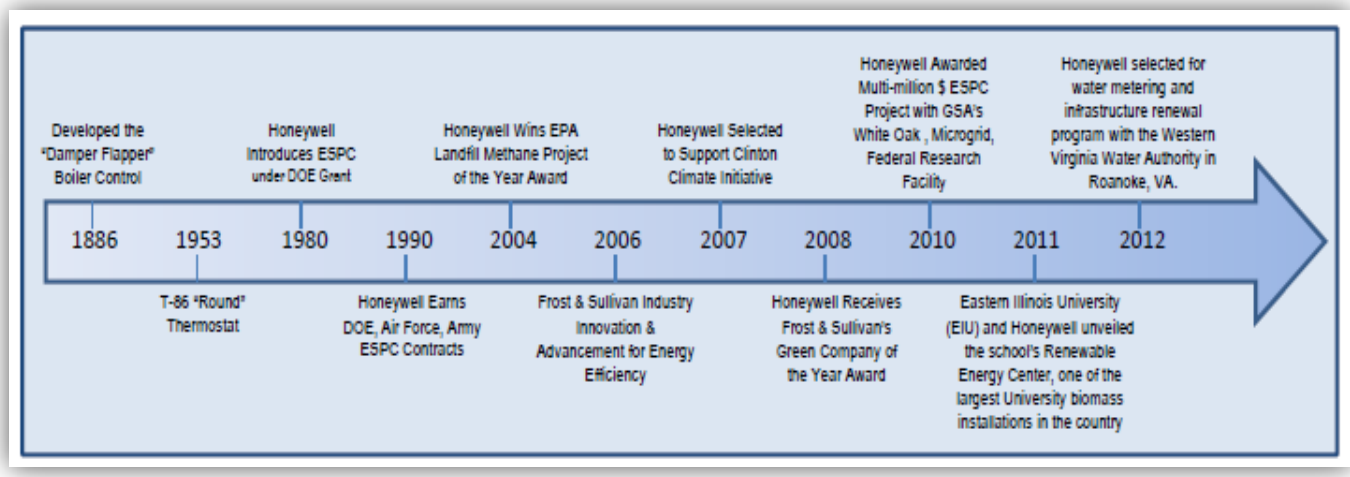
www.honeywell.com
Alfred.Guerrero@honeywell.com

Officers of the Firm - Honeywell International Inc.

Chairman of the Board and CEO	David M. Cote
President and CEO, Aerospace	Timothy O. Mahoney
President and CEO, Automation and Control Solutions	Roger B. Fradin
President and CEO, Specialty Materials	Andreas Kramvis
President and CEO, Transportation Systems	Alexandre Ismail
Senior Vice President Engineering and Operations	Krishna Mikkilineni
Senior Vice President and Chief Financial Officer	David J. Anderson
Senior Vice President, General Counsel	Katherine L. Adams
Senior Vice President Human Resources and Communications	Mark R. James

Honeywell & Energy Performance Contracting

Honeywell has been a leader in Energy Performance Contracting services for over 30 years. With the award of our very first Energy Services Contract in 1980, Honeywell pioneered and revolutionized the performance contracting business, coining the concept of "guaranteed savings" under a U.S. Department of Energy grant in 1984. **We stay on the leading edge of new technological developments,** providing solutions that improve energy efficiency, reduce costs, promote the use of renewable technologies and support regulatory compliance while maintaining safe, secure and comfortable building environments.



Over 125 years of energy efficiency, plus more than 5,000 energy performance Contracting projects completed-to-date

Honeywell has executed over 5,000 energy efficiency projects, providing guaranteed savings in excess of $5 Billion. Our solutions, developed and implemented by talented Honeywell personnel,

continue to have a positive impact on thousands of public and private sector buildings around the world. Following lists our Performance Contracts for the past five (5) years.

Energy Projects Performed in the Last 5 Years		
Year	**Number of Contracts**	**Contract Value**
2012	84	$ 377 M
2011	106	$ 297 M
2010	128	$ 589 M
2009	109	$ 432 M
2008	150	$ 345 M

Certifications and Business Affiliations

Clinton Climate Initiative: Honeywell is one of the charter members selected to participate in the Clinton Climate Initiative (CCI). As a Fortune 100 company, celebrating 122 years of innovation and over 120,000 employees worldwide, we are committed to assisting the Clinton Climate Initiative achieve its goals of making municipal buildings more energy efficient and reducing greenhouse gas emissions, worldwide. Nearly 50% of Honeywell's products and services, company-wide, are linked to energy efficiency.

National Association of Energy Service Companies: Honeywell is an active member and one of the earliest charter members of the National Association of Energy Service Companies (NAESCO), the country's premier energy services trade organization, and is one of only eleven companies nationwide that has consistently met NAESCO's rigorous accreditation requirements. As a senior and respected member of this prestigious association, Honeywell has worked diligently to promote customer interests in legislative and policy making bodies nationwide, including but not limited to, advising on enabling legislation and the development of Measurement & Verification protocols. Many of the Honeywell team of energy professionals have participated in national speaking engagements for NAESCO events as well.


Certificate of Accreditation
This is to certify that
Honeywell International
has participated in the Accreditation Program and Review and has been recognized by the National Association of Energy Service Companies to be an Accredited ESCO.

U.S. Green Building Council (USGBC): Honeywell is a member of the USGBC and most of our engineers and professionals are LEED® Accredited Professionals. The LEED® (Leadership in Energy and Environmental Design) Green Building Rating System® is a voluntary, consensus-based national standard for developing high-performance, sustainable buildings.

Energy Services Coalition: The Energy Services Coalition is a national, nonprofit organization composed of a network of experts from a wide range of organizations working together at the State and local level to increase energy efficiency and building upgrades through energy savings performance contracting. Honeywell employees are active ESC members in all State chapters and actively participate in informative and interactive meetings at various locations across the country.

Department of Energy/Defense: Honeywell is designated as a Super ESCO by both the Department of Energy and Department of Defense, holding multiple, Indefinite Delivery, Indefinite Quantity (IDIQ) contracts with the DOE, U.S. Air Force, U.S. Army and MEDCOM organizations. Honeywell has also won large-scale energy performance contracts for the U.S. Coast Guard and U.S. Postal Service.

LEED EB Ratings Interaction

At the core of the LEED Rating System is a holistic process of evaluation, decision making and design involving all disciplines of the design team, the building owner and tenants, as well as operation and maintenance staffs. The LEED process, energy auditing and performance contracting are complimentary and easily integrated with one another.

The energy audit will be performed in conjunction with the LEED assessment. These tools, developed side-by-side, will form the basis of a single, integrated action plan that can incorporate interaction with carbon footprint calculations and protocols. Honeywell has the resources of LEED Accredited Professionals that can be assigned to this project.

An example of our commitment to LEED is our new Headquarters for Honeywell Automation & Control Solutions, Canada, built in 2008. Honeywell consolidated two (2) local offices into a new LEED registered facility.

Other Awards and Certifications

Honeywell also maintains certifications and affiliations with the majority of national and local trade organizations including:

- ASHRAE
- World Energy Engineering Congress
- Association of Energy Engineers

2013 WORLD'S MOST ETHICAL COMPANIES
WWW.ETHISPHERE.COM

FORTUNE WORLD'S MOST ADMIRED COMPANIES 2013

Other Pre-Qualifiers

- We participate in the U.S. Environmental Protection Agency's Climate Leaders Program. Climate Leaders is a public-private partnership that works to measure progress toward reaching corporate greenhouse gas reduction commitments.
- Honeywell is a sponsor of a report published in November 2007 by McKinsey & Company and the Conference Board titled *Reducing U.S. Greenhouse Gas Emissions: How Much at What Cost?* The report is a detailed analysis of 250 opportunities for reducing greenhouse gases. It concludes that the United States could reduce greenhouse gas emissions at manageable costs using proven and emerging high-potential technologies.
- In December 2007, we joined the Chicago Climate Exchange (CCX), a voluntary, legally binding trading system, which offers members the opportunity to monetize reductions in greenhouse gases that are below established targets.

We believe our accreditations and pre-qualifiers are indicative of our long term commitment to the energy performance contracting business, our ability to provide solutions that will meet/exceed the expectations of the City of Fort Lauderdale and its participants (facility owners & operators), and our demonstrated desire to work with and through governmental agencies to market and deliver successful EPC projects.

Local Office Presence

Honeywell has been in business in Florida for well over 50 years, and more importantly, has been successfully implementing Energy Performance Contracts similar to those requested by the City of Fort Lauderdale since the early 1980's – totaling over 30 years of Energy Performance Contracting experience in Florida.

We maintain 20 branch office locations in Florida, with nearly 2,800 employees who live and work in the State. As highlighted in the graphic below, Honeywell's six (6) major Florida branch offices are located in the following metropolitan areas:

1) Clearwater (1,618 employees)
2) Sarasota (71 employees)
3) South Florida (254 employees)
4) Orlando (81 employees)
5) Jacksonville (668 employees)
6) Tallahassee (9 Employees)

Honeywell's State of Florida Quick Facts

Number of Employees:	**2,783**
Branch Office Locations:	**20**
Total Payroll:	**$ 155,684,211**
Purchases & Contracts to State Suppliers:	**$ 323,561,952**

Development, Installation and Service support for this project will be deployed and managed from our South Florida office, utilizing additional municipal team resources from our Clearwater and Orlando branch offices.

The local Florida branch offices supporting the City of Fort Lauderdale project have experienced engineering, project management, service, measurement & verification, administrative, sustainability personnel, and LEED Accredited Professionals.

Technical Qualifications

One of the leading strengths at Honeywell is our ability to provide a variety of quality services to an increasing range of projects and industries. We have served institutional, industrial and commercial clients in addition to many branches of the federal, state and local governments.

Honeywell has expertise in a wide range of systems and technologies and can offer a broad range of services. We currently employ over 300 energy efficiency measures, continuously updating and adding to them as new technologies are developed. These measures will be assessed and either selected or dismissed on this project, based on the value they present to you. This list is not intended to be all-inclusive, but merely presents a general overview of what is available.

Supply Management - Supply Technology and Services

- Grant and Utility Rebate Analysis
- Energy Data Management
- Power Factor Correction
- Electric Utility Rate Negotiations
- Electric Utility Rate Analyses
- Generation and Co-generation
- Energy Risk Assessment and Planning
- Utility Supply and Demand Services
- Financial Analysis
- Renewable Technology Application
- Utility Sales Tax Studies
- Gas Utility Rate Negotiations
- Gas Utility Rate Analyses
- Energy Audits
- Energy Supply Options Analysis and Recommendation

Facility Modernization

- Engineering Analysis
- Remote Diagnostics
- Co-generation Solutions
- Mechanical Heating, Cooling, and Ventilating Equipment Retrofits
- Control and Automation Systems
- Specialized Sub-Metering Solutions
- Whole Building Commissioning
- Metering
- Indoor Air Quality Solutions
- Renewable Energy Solutions
- Lighting System Retrofits and Service
- Steam System and Trap Analysis & Maintenance
- Project Management
- Air Balancing
- Green Power Solutions

Portfolio Management

- Management & Technical Staff Training
- Maintenance Planning
- Performance Monitoring Services
- Mechanical Maintenance Services
- Facility Management Services
- Fire Alarm Systems and Services

- Security Systems and Services
- Control and Automation Systems and Maintenance Services
- Energy Portfolio Management
- E-Business Supply- Chain Purchasing Assistance

Energy Asset Management – Efficiency and Demand Reduction Technology/Services

- LED Traffic Signal Conversion
- Air Compressor Replacement/Upgrade
- Air Conditioning Unit Replacement
- Air Management Systems
- Airport Specialty Lighting
- Air Systems Balancing
- Boiler Combustion Controls
- Boiler Heat Recovery
- Boiler Controls
- Boiler/Burner Replacement
- Building Envelope Improvements
- Chiller Optimization and Control
- Chiller Replacement
- Combustion Analyses
- Construction Management
- Conversion to HID
- Day Light Control
- Domestic Hot and Cold Water
- Dust Collection Systems
- Economizer Control
- Electrical Load Management Optimization
- Electrical Distribution Systems
- Street Lighting Retrofits
- Waste/Trash Management
- Exit Sign Conversion
- Fans and Blowers
- Fire Alarm and Security Systems Installation and Integration
- Fluorescent Lamp and Ballast Replacement
- Fleet Fuel Conversion
- Heating, Ventilating and Air Conditioning System Modifications
- High Efficiency Motors
- Humidity Control/Dehumidification
- Implementation of Improvements Recommendations
- Irrigation System Controls
- Irrigation Systems Greywater Conversions
- Incandescent to Fluorescent Lighting
- Individual Room Lighting Control Industrial HVAC
- Large Scale Lighting Control
- Parking/Street Lighting
- PLC Systems
- Steam Systems
- Energy Information and Control System
- Energy Recovery

Unlike many energy service companies or consulting firms that only focus on engineering services, Honeywell is able to integrate its strong foundation in many aspects of the energy business and add value to its customers. Furthermore, we have considerable in-house expertise in all facets that we have applied to our vast number of projects, including:

In-House Engineering, Design and Energy Analysis Expertise – Honeywell has extensive energy engineering expertise and has audited, analyzed, modeled, and developed creative energy-savings strategies for hundreds of buildings of various types and their central plants. Honeywell has a wealth of in-house talent backed by years of experience, outstanding education credentials and industry certifications. Our experience enables us to furnish an expert analysis to optimize the best energy design for any situation.

Design-Build Knowledge & Skills – Complementing our team of engineering and technical professionals are other team members forming the foundation behind Honeywell's design-build expertise. Honeywell excels at integrating the art of engineering with the practical implementation of large and complex projects. Honeywell employs a highly collaborative process between engineering, cost estimating, construction, and financing partners throughout a project.

Cost Estimating / Value Engineering – Honeywell has on-staff estimators that are skilled in all areas of construction estimating with particular expertise in large scale energy infrastructure and central plant facilities. Honeywell's cost estimators have education credentials which include engineering, architecture and extensive contracting backgrounds.

Measurement & Verification (M&V) – As one of the largest energy service companies providing energy saving performance contracts (ESPC), Honeywell has an in-house team of Measurement and Verification (M&V) Engineers and Technicians. Honeywell's M&V staff has extensive experience in the development of M&V plans for all types of energy projects ranging from lighting retrofits to central plants using the Federal Energy Management Protocol (FEMP).

Project Finance and Structuring – Honeywell has its own captive finance company, Honeywell Global Finance (HGF). HGF has financed many large, complex energy-efficiency and central plant projects across the United States. HGF is able to work with its customers financial managers to help identify and implement the best financing plan for any retrofit or new plant development work. HGF has performed numerous outsourced projects allowing clients to divert capital funds to other areas while purchasing the output of their projects on an as-needed basis with annual operating funds.

What this means for the City of Fort Lauderdale

- Honeywell has the national/global resources necessary to address any technology or solution needs required by the City.
- Advanced, innovative technologies will be considered to meet the City's objectives.
- A development team with relevant experience in municipal infrastructure is assigned to the project
- The equipment and solutions installed will provide the intended results.

Experience Qualifications

As a leader in the Energy Solutions/Performance Contracting industry, Honeywell has successfully partnered with a multitude of clients to deliver energy savings, emissions reduction and infrastructure modernization. Ee have helped our customers implement over 5,000 projects and guaranteed over $5 billion in savings and currently hold over $180 million in annual guarantees, resulting in the ability to provide real financial guarantees and performance assurance to our customers.

As part of the overall value Honeywell brings, we endeavor to provide our clients with the very best in creativity, ingenuity, industry experience and knowledge, on all the projects we design and deliver. As your chosen Energy Services Company, we find it imperative to bring valued and trusted partners to our team, when evaluating critical processes or systems.

Honeywell's work, with cities and counties, and participation in Municipal organizations, such as the Florida City and County Managers Association (FCCMA), gives us specific ability to truly understand the governmental marketplace, and thereby, successfully deliver projects, such as those anticipated by the City of Fort Lauderdale.

What this means for the City of Fort Lauderdale

- The City can be assured Honeywell is committed to the Energy Solutions business.
- Honeywell truly understands the needs of Municipalities.
- Expected results, financial and performance will be achieved.
- Guarantees between Honeywell and the City have real value.

Performance Contracting Qualifications

Honeywell has executed more than 5,000 performance contracts and over the past five years we have completed over 600 performance contracts totaling close to $2 Billion. Our extensive list of projects that have reduced energy supply and demand costs and improved facility infrastructures, include projects that are similar to potential projects for the City of Fort Lauderdale in terms of size, scope and complexity. On the following pages, we have provided a project list of ESPC projects over $1 Million that Honeywell has developed and implemented between the years of 2009-2011. Due to the extensive project list, it was necessary to abbreviate some of the information provided. These projects and others highlighted demonstrate Honeywell's qualification and ability to develop, manage and support various types of projects, Energy Conservation Measures (ECMs), and markets.

Project Name	Facility Type	Region	Project Size (Dollars)	Year
WHITE OAK ESPC III	Government- Federal	Fed Sys Grp	194,945,761	2010
EIU RENEWABLE ENERGY CENTER	Higher Education	Central	62,871,661	2009
HUD HQ	Government- Federal	Fed Sys Grp	33,662,436	2009
CITY OF MINNEAPOLIS PHA	Public Housing	Fed Sys Grp	31,539,474	2009
ST ELIZABETH TO 2 PH 1 ELECT DIST	Healthcare	Fed Sys Grp	29,606,493	2010
CITY OF WORCESTER	Government-State & Local	East	26,176,326	2011
WESTERN VIRGINIA WATER AUTHORITY	Government-State & Local	South	22,182,498	2011
PUERTO RICO PUBLIC BUILDING AUTHORITY	Government-State & Local	Latin Am	18,240,929	2010
HOWARD UNIV - ADAMS EAST	Higher Education	East	16,276,499	2011
01378084/LHSC PHASE 5 - CANCER CENTRE	Healthcare	Canada	15,123,527	2010
FRC WHITE OAK ESPC II ELEC GEN MOD	Government- Federal	Fed Sys Grp	14,884,028	2009
HOWARD UNIVERSITY HOSPITAL	Higher Education	East	13,841,110	2010
TAYLOR SCHOOL DISTRICT ER	Education K-12	Central	12,874,431	2010
CITY OF DUNCAN	Government- State & Local	South	12,849,789	2009
CITY OF ATLANTA BUREAU OF PRISONS	Government- Federal	Fed Sys Grp	12,576,720	2009
FORT LEONARD WOOD	Government- Federal	Fed Sys Grp	11,543,196	2009
MPLS PHA ARRA GRANT	Public Housing	Fed Sys Grp	11,288,579	2010
ROBINSON MEMORIAL HOSPITAL	Healthcare	Central	11,048,429	2010
CITY OF OKMULGEE	Government-Provincial	South	10,749,616	2010
LOMPOC PRISON	Government- Federal	Fed Sys Grp	10,715,258	2009

Project Name	Facility Type	Region	Project Size (Dollars)	Year
CITY OF YONKERS NY PHASE 3	Public Housing	Fed Sys Grp	10,707,686	2010
MONROE WOODBURY CSD	Education K-12	East	10,395,635	2010
NYS DOCS ALBION/ORLEANS	Prisons	East	10,249,484	2009
HOWARD UNIVERSITY	Higher Education	East	10,147,491	2009
HOWARD UNIVERSITY	Higher Education	East	10,147,491	2009
NORTH DAKOTA STATE UNIVERSITY - ESA	Higher Education	Central	10,120,488	2011
02279125/KINGSTON GENERAL HOSPITAL	Healthcare	Canada	10,111,224	2010
JPL MOD 7	Government- Federal	Fed Sys Grp	9,912,958	2011
U OF WI MILWAUKEE ENERGY SVCS AGRMT	Higher Education	Central	9,600,553	2010
UW MILWAUKEE PH 2 ENERGY SVCS AGRMT	Higher Education	Central	9,127,360	2010
DANBURY PUBLIC SCHOOLS	Education K-12	East	8,956,063	2011
CITY OF WILMINGTON GEPC - PHASE 1	Government-Provincial	East	8,900,000	2009
WHITE PLAINS PUBLIC SCHOOLS	Education K-12	East	8,739,280	2010
RAMAPO CSD	Education K-12	East	8,197,479	2011
RAMAPO CSD	Education K-12	East	8,197,479	2011
CITY OF TALLAHASSEE DSM DR	Utilities	South	7,984,908	2010
EIU TRADITIONAL ECM'S	Higher Education	Central	7,953,208	2009
TOWN OF STRATFORD	Government- State & Local	East	7,874,635	2011
UNIVERSITY OF MARY-ESA	Higher Education	Central	7,591,615	2011
UNIVERSITY OF MARY – ESA	Higher Education	Central	7,591,614	2011
NORTH HUNTERDON-VOORHEES BOE	Higher Education	East	7,559,572	2011
CENTRAL DAUPHIN SD	Education K-12	East	7,272,416	2009
GSA ARRA TXOK	Government- Federal	Fed Sys Grp	6,726,955	2010
DELAWARE LEGISLATIVE MALL COMPLEX	Government-State & Local	East	6,652,499	2011
EIU CHILLED WATER LOOP MODIFICATION	Higher Education	Central	6,600,099	2009
COUNTY OF MUSKEGON - ER	Government- State & Local	Central	6,546,414	2009
CARMEL CSD ER	Education K-12	East	6,493,371	2010
CALHOUN COUNTY – ER	Government-Provincial	Central	6,380,021	2010
DEPT OF STATE TO 1	Government- Federal	Fed Sys Grp	6,210,032	2009
CARMI WHITE COUNTY CUSD 5 - ER	Education K-12	Central	6,095,991	2010
CHATHAM-KENT HEALTH ALLIANCE	Healthcare	Canada	5,763,755	2010
READING PHA PHASE 2	Public Housing	Fed Sys Grp	5,690,895	2011
PHILLIPSBURG BOE	Education K-12	East	5,605,757	2010
COMMONWEALTH OF KENTUCKY-KCTCS	Higher Education	Central	5,586,562	2009
COMMONWEALTH OF KENTUCKY - KCTCS	Higher Education	Central	5,586,561	2009
SUNRISE HEALTH - PHASE 2	Healthcare	Canada	5,469,387	2010
TOWN OF RANDOLPH MA	Government-Provincial	East	5,419,231	2010
FORT DIX SOLAR MOD	Government- Federal	Fed Sys Grp	5,380,138	2009
HOPKINS SCHOOLS PHASE 3 PSA	Education K-12	Central	5,257,999	2010
CITY OF YONKERS ARRA PHA	Public Housing	Fed Sys Grp	5,216,272	2010
SUNNYBROOK PHASE 2	Healthcare	Canada	4,975,656	2009
DEPT OF STATE TO2	Government- Federal	Fed Sys Grp	4,921,272	2010
REGIONAL SCHOOL UNIT 26	Education K-12	East	4,891,268	2011
ELIZABETH CITY STATE UNIVERSITY	Higher Education	South	4,785,249	2011
WASHINGTON MIDEAST NC PHA	Public Housing	Fed Sys Grp	4,737,781	2010

Project Name	Facility Type	Region	Project Size (Dollars)	Year
02279123/PERLEY & RIDEAU VETERANS HEALTH	Healthcare	Canada	4,718,345	2010
CITY OF ANTIOCH ER	Government- State & Local	West	4,634,649	2009
ALAMEDA CO DOLLAR JOB	Government-State & Local	West	4,485,155	2011
City of OKMULGEE AMR WATER	Government-Provincial	South	4,470,796	2010
IDB	Commercial	East	4,416,144	2011
SOUTH ORANGETOWN CSD ER PROJECT 1	Education K-12	East	4,283,651	2009
COLOMA SCHOOLS	Education K-12	Central	4,239,922	2009
COLOMA SCHOOLS	Education K-12	Central	4,239,922	2009
CITY OF CINCINNATI - PARKING	Government-Provincial	Central	4,035,577	2010
ORANGE COUNTY IGA	Government-State & Local	East	3,967,016	2011
ORANGE COUNTY PC OPP - 1	Government-State & Local	East	3,967,015	2011
KELSEY TRAIL HEALTH FACILITIES	Healthcare	Canada	3,941,042	2009
MANDAN PUBLIC SCHOOLS - ESA	Education K-12	Central	3,900,024	2010
CARMAN-AINSWORTH COMMUNITY SCHOOLS	Education K-12	Central	3,894,576	2009
ALTAMONT CUSD #10 – ER	Education K-12	Central	3,760,275	2011
COLBY COMMUNITY COLLEGE	Higher Education	Central	3,694,707	2011
RSU 18 BIMASS	Higher Education	East	3,665,043	2011
CITY OF BANGOR SCHOOL DEPT PH III	Government-State & Local	East	3,628,698	2011
NORTH LITTLE ROCK PHA	Public Housing	Fed Sys Grp	3,559,664	2009
LEBANON COUNTY	Government-State & Local	East	3,518,105	2011
WHITE OAK ONE-TIME Y3	Government- Federal	Fed Sys Grp	3,508,044	2011
PEMBROKE SCHOOL DISTRICT	Education K-12	East	3,462,833	2010
WINNISQUAM	Education K-12	East	3,436,340	2009
BLUEWATER HEALTH	Healthcare	Canada	3,391,872	2009
ITASCA COUNTY ENERGY SVCS AGREEMENT	Government- State & Local	Central	3,307,743	2011
LENAWEE COUNTY PHASE 2	Government- State & Local	Central	3,229,553	2010
01579098/CSCDGR	Education K-12	Canada	3,224,698	2010
EFFINGHAM CUSD 40-ER	Education K-12	Central	3,194,684	2010
CITY OF CLEARWATER BLDGS	Government-Provincial	South	3,177,732	2010
IOWA HEALTH - METHODIST MED CTR ESA	Healthcare	Central	3,154,598	2011
FT DIX STANDARD OFFER BUYOUT	Government- Federal	Fed Sys Grp	3,126,271	2011
IVY TECH COMMUNITY COLLEGE	Higher Education	Central	3,086,107	2010
CITY OF CINCINNATI	Government- State & Local	Central	3,060,570	2009
GSA ST ELIZABETH UESC	Government- Federal	Fed Sys Grp	2,999,999	2010
MERCED COLLEGE	Higher Education	West	2,997,926	2011
CITY OF WILMINGTON GEPC GROUP 2 ECM'S	Government- State & Local	East	2,921,291	2009
CITY OF WILMINGTON ESPC PHASE 2	Government- State & Local	East	2,921,290	2009
CITY OF WILMINGTON ESPC PHASE 2	Government- State & Local	East	2,921,290	2009
CENTRAL DAUPHIN SD	Education K-12	East	2,861,090	2009
CROTON-HARMON SCHOOL DISTRICT 1 JOB	Education K-12	East	2,834,053	2010
EAST WILLISTON UFSD	Education K-12	East	2,801,280	2011
DEPT OF STATE TO 1	Government- Federal	Fed Sys Grp	2,793,816	2011
PUEBLO 70 SD PHASE II	Education K-12	West	2,706,955	2010
DSBONE-DIST SCHOOL BD ONTARIO N E	Education K-12	Canada	2,701,317	2009
DSBONE-DIST SCHOOL BD ONTARIO N E	Education K-12	Canada	2,701,317	2009

Project Name	Facility Type	Region	Project Size (Dollars)	Year
DEPT OF STATE TASK ORDER 1 - MD	Government- Federal	Fed Sys Grp	2,700,078	2011
CITY OF WILMINGTON DPW SOLAR PH 3	Government-Provincial	East	2,686,267	2010
EDEN VALLEY-WATKINS SCHOOLS ESA	Education K-12	Central	2,623,049	2009
GSA ARRA LAREDO BS TX	Government- Federal	Fed Sys Grp	2,610,897	2010
EL PASO COUNTY DOLLAR JOB	Government-Provincial	West	2,569,595	2010
THUNDER BAY DISTRICT SCHOOL BOARD-PH 2	Education K-12	Canada	2,485,092	2009
KEARSARGE REGIONAL SCHOOL DISTRICT	Education K-12	East	2,461,770	2010
NEW ROCHELLE CSD	Education K-12	East	2,437,136	2011
YELLOW MEDICINE EAST SCHOOLS - ESA	Education K-12	Central	2,405,589	2009
YELLOW MEDICINE EAST SCHOOLS - ESA	Education K-12	Central	2,405,589	2009
LAKEHEAD PUBLIC SCHOOLS - PHASE 3	Education K-12	Canada	2,355,428	2009
HAZEN PUBLIC SCHOOLS	Education K-12	Central	2,321,011	2010
SCOTTSDALE USD ER	Education K-12	West	2,306,073	2009
LAMAR COMMUNITY COLLEGE PC	Higher Education	West	2,301,098	2011
MSAD 35 DOLLAR JOB	Education K-12	East	2,282,019	2010
CARLETON UNIVERSITY	Higher Education	Canada	2,266,882	2010
SCOTT COUNTY FACILITIES MANAGEMENT	Government- State & Local	Central	2,259,908	2009
YONKERS NY PH 3	Public Housing	Fed Sys Grp	2,244,077	2010
CITY OF PHOENIX ESPC	Government- State & Local	West	2,236,114	2011
01579097/THUNDER BAY DISTRICT HOUSING	Government-State & Local	Canada	2,235,932	2010
USPS PHILADELPHIA LIGHTING	Government- Federal	Fed Sys Grp	2,215,762	2011
GLEN OAKS COMMUNITY COLLEGE - ER	Higher Education	Central	2,215,588	2010
YELLOW MEDICINE EAST SCHOOLS PSA	Education K-12	Central	2,202,238	2009
YELLOW MEDICINE EAST SCHOOLS PSA	Education K-12	Central	2,202,238	2009
UW MILWAUKEE USRB - ESA	Higher Education	Central	2,192,497	2011
CHIPPEWA HILLS PUBLIC SCHOOLS	Education K-12	Central	2,189,200	2009
KDVA - COMMONWEALTH OF KY	Government-Provincial	Central	2,178,614	2010
MSAD22	Education K-12	East	2,167,918	2010
MOHALL-LANSFORD-SHERWOOD SCH-ESA	Education K-12	Central	2,166,459	2009
MOHALL-LANSFORD-SHERWOOD SCH - ESA	Education K-12	Central	2,166,459	2009
MOUNT PLEASANT ER	Government- State & Local	Central	2,143,953	2011
MURFREESBORO PHA	Public Housing	Fed Sys Grp	2,135,113	2009
CITY OF DAYTON CONVENTION CENTER	Government- State & Local	Central	2,108,583	2011
CLINTONDALE COMMUNITY SCHOOLS - ER	Education K-12	Central	2,104,762	2009
LUXEMBURG-CASCO SCHOOL DISTRICT ESA	Education K-12	Central	2,102,574	2010
NEWFOUND AREA SCHOOL DISTRICT	Education K-12	East	2,076,044	2010
MCCF ENERGY PROJECT	Prisons	East	2,074,899	2010
MILWAUKEE COUNTY PHASE 2 - ESA	Government-Provincial	Central	2,072,707	2010
BERTHA-HEWITT PUBLIC SCHOOLS ESA	Education K-12	Central	2,054,409	2011
UNDERWOOD PUBLIC SCHOOLS ESA	Education K-12	Central	2,040,916	2011
PELHAM SCHOOLS	Education K-12	East	2,039,687	2009
ST JOSEPH'S HEALTHCARE	Healthcare	Canada	2,000,013	2009
ANOKA COUNTY ENERGY SVCS AGMT PH V	Government- State & Local	Central	1,993,901	2009
WHITE OAK - ALL OPTIONS MOD	Government- Federal	Fed Sys Grp	1,967,688	2009
PUEBLO 70 SD DOLLAR JOB	Education K-12	West	1,963,081	2010

Project Name	Facility Type	Region	Project Size (Dollars)	Year
UNITED PUBLIC SCHOOLS ESA	Education K-12	Central	1,934,016	2010
PANA CUSD #8 - ER	Education K-12	Central	1,893,000	2009
WATERVILLE PUBLIC SCHOOL DOLLAR JOB	Education K-12	East	1,892,365	2011
ROCKFORD AREA SCHOOLS	Education K-12	Central	1,883,711	2009
ROCKFORD SCHOOLS ENERGY SVCS AGRMT	Education K-12	Central	1,883,711	2009
OKMULGEE ENERGY	Government-Provincial	South	1,852,843	2010
HOWARD UNIV ER PHASE 2	Higher Education	East	1,846,948	2010
Stevenson Memorial	Healthcare	Canada	1,833,247	2011
LANCASTER COUNTY PUBLIC SCHOOLS	Education K-12	South	1,816,753	2010
CITY OF HUNTINGTON WV	Government- State & Local	Central	1,815,569	2011
DEL RIO TX PHA	Public Housing	Fed Sys Grp	1,804,243	2009
KET - COMMONWEALTH OF KENTUCKY	Government-Provincial	Central	1,801,809	2010
Perth Hospital	Healthcare	Canada	1,783,500	2011
County of Simcoe	Government- State & Local	Canada	1,764,384	2011
BOTTINEAU SCHOOL DISTRICT #1 PC	Education K-12	Central	1,757,979	2009
THE OTTAWA HOSPITAL - STAGE 2 CHILLER	Healthcare	Canada	1,701,475	2009
BERNE KNOX WESTERLO CSD	Education K-12	East	1,695,709	2010
SW BOCES	Education K-12	East	1,689,403	2011
SEABROOK SCHOOL DISTRICT	Education K-12	East	1,666,429	2010
CITY OF KEENE	Government-Provincial	East	1,653,473	2010
NATIONAL CITY PHASE 1	Government-Provincial	West	1,587,779	2010
VERMONT CENTER FOR THE DEAF & HARD OF HEARING	Education K-12	East	1,586,322	2009
TETON COUNTY ENERGY PERFORMANCE	Government- State & Local	Central	1,564,052	2009
TETON COUNTY ENERGY SERVICES AGRMT	Government- State & Local	Central	1,564,052	2009
IOWA HEALTH DES MOINES ARRA	Healthcare	Central	1,556,577	2010
VALLEY STREAM 24 1 JOB	Education K-12	East	1,546,204	2009
Stevenson Memorial Hospital	Healthcare	Canada	1,537,631	2011
PENTAGON DES2	Government- Federal	Fed Sys Grp	1,518,309	2009
MONTCALM ISD - ER	Education K-12	Central	1,511,093	2010
Heartland Health Region	Healthcare	Canada	1,496,959	2011
AMERICUS GA PHA	Public Housing	Fed Sys Grp	1,480,799	2011
UW MILWAUKEE PROGRAM REVENUE ESA	Higher Education	Central	1,427,728	2011
RIVERSIDE SCH DIST	Education K-12	East	1,416,923	2011
USPS HARTFORD LIGHTING	Government- Federal	Fed Sys Grp	1,415,792	2009
USPS HARTFORD LIGHTING	Government- Federal	Fed Sys Grp	1,415,792	2009
RPI ER	Higher Education	East	1,395,190	2011
Ross Memorial Hospital	Healthcare	Canada	1,390,247	2010
KELLIHER PUBLIC SCHOOLS ESA	Education K-12	Central	1,382,940	2011
FLORIDA UFSD	Education K-12	East	1,375,373	2010
MANDAN PUBLIC SCHOOLS - ESA	Education K-12	Central	1,372,229	2010
RAINY RIVER DIST SCHOOL BD PHASE 2	Education K-12	Canada	1,347,903	2009
RAINY RIVER DIST SCHOOL BD PHASE 2	Education K-12	Canada	1,347,903	2009
RSU 18	Education K-12	East	1,342,781	2011
CITY OF WILMINGTON	Government- State & Local	Central	1,332,507	2009
USPS PITTSBURGH LIGHTING	Government- Federal	Fed Sys Grp	1,327,646	2009

Project Name	Facility Type	Region	Project Size (Dollars)	Year
GSA ARRA PHARR BS TX	Government- Federal	Fed Sys Grp	1,319,154	2010
PALMYRA SD 1US JOB	Education K-12	East	1,306,679	2010
IOWA HEALTH SYS - LUTHERAN HOSP ESA	Healthcare	Central	1,302,938	2011
LESTER PRAIRIE SCHOOLS ESA	Education K-12	Central	1,294,174	2011
ROCHESTER HOUSING AUTHORITY	Public Housing	Fed Sys Grp	1,285,020	2009
SUN COUNTRY HEALTH REGION	Healthcare	Canada	1,281,534	2009
ANOKA COUNTY PH IV ENERGY SVCS AGMT	Government-Provincial	Central	1,277,000	2009
USFS REGION 1	Government- Federal	Fed Sys Grp	1,274,646	2011
CITY OF ALBION - ER	Government-Provincial	Central	1,270,267	2010
ELMSFORD UNION FREE SCHOOL DISTRICT	Education K-12	East	1,244,707	2010
USFS REGION 1 ID	Government- Federal	Fed Sys Grp	1,224,661	2011
JET PROPULSION LABORATORY MOD-3	Government- Federal	Fed Sys Grp	1,215,863	2009
HON AEROSPACE 2011 SOLAR PROJECT	Aerospace	West	1,200,000	2011
RRDSB - Solar PV	Education K-12	Canada	1,199,408	2011
Lakehead Public Schools - Solar PV	Government- Federal	Canada	1,196,498	2011
FRC WHITE OAK CHILD CARE CENTER	Government- Federal	Fed Sys Grp	1,186,589	2010
YPSILANTI TOWNSHIP CIVIC CENTER	Government- State & Local	Central	1,183,717	2009
PEETZ SCHOOL DISTRICT ER	Education K-12	West	1,180,599	2011
TGU SCHOOL DISTRICT #60 PC	Education K-12	Central	1,171,951	2009
BEACH PUBLIC SCHOOL DISTRICT #3 PC	Education K-12	Central	1,168,813	2009
ALGER COUNTY MI-ER	Government- State & Local	Central	1,168,370	2011
CSCDGR Solar PV	Education K-12	Canada	1,162,048	2010
RCW SCHOOLS PSA	Education K-12	Central	1,147,695	2011
USFS WEST ZONE AZ	Government- Federal	Fed Sys Grp	1,122,879	2009
DSBONE - Solar PV	Education K-12	Canada	1,122,733	2011
IOWA HEALTH DES MOINES ARRA	Healthcare	Central	1,100,000	2011
MCCF PHASE 2	Prisons	East	1,080,410	2011
EVANSVILLE PHA	Public Housing	Fed Sys Grp	1,079,390	2011
CITY OF WATERVLIET NY PH 1	Government- State & Local	East	1,074,723	2009
ELMSFORD UNION FREE SCHOOL DISTRICT	Education K-12	East	1,065,324	2010
EGSD PHSE 2 PC	Higher Education	West	1,061,937	2009
CITY OF STURGIS ER	Government-Provincial	Central	1,056,775	2010
DEPT OF STATE DO1 VA	Government- Federal	Fed Sys Grp	1,055,445	2010
RENVILLE COUNTY - ENERGY SVCS AGRMT	Government-Provincial	Central	1,039,708	2010
CASSOPOLIS PUBLIC SCHOOLS	Education K-12	Central	1,034,964	2009
SUNRISE HEALTH REGION	Healthcare	Canada	1,020,379	2009
GSA ARRA COLUMBIA TX	Government- Federal	Fed Sys Grp	1,009,830	2010

Corporate Commitment to Sustainability and Conservation

Honeywell takes its commitment to Corporate Citizenship, protection of our environment, and creation of Sustainable Opportunity everywhere it operates seriously. Honeywell's Sustainable Opportunity policy is based on the principle that by integrating health, safety, and environmental considerations into all aspects of its business, Honeywell protects its people, its communities, and the environment; achieves sustainable growth and accelerated productivity; drives compliance with all applicable regulations; and develops technologies that expand the sustainable capacity of our world.

Our commitment to be more efficient and responsible is reflected in the extensive work we do to make our businesses more environmentally friendly, safer, and more sustainable. By 2017, Honeywell will reduce greenhouse gas emissions by 15% per dollar of revenue from 2011 levels. This is in addition to our previous goal, which we exceeded, reducing global greenhouse gas emissions by more than 30% and improving energy efficiency by more than 20% between 2004 and 2011. Since 2010, more than 1,400 projects including building automation/controls, lighting, and mechanical upgrades have been implemented by our facilities.

Honeywell has also developed a global inventory of water usage at our manufacturing operations. Based on that, the company is developing conservation targets at our sites in areas that are experiencing "water stress" as defined by the World Resources Institute. Implementation of the conservation targets started in 2013.

Nearly 50 percent of our portfolio is dedicated to energy efficient products and services. From programmable thermostats and energy management systems to turbochargers and green fuels to industrial controls and lighter aircraft components, our technologies are building a world that is safer and more secure, more comfortable and energy efficient, and more innovative and productive … right now.
In fact, the use of Honeywell technologies could reduce energy demand in the United States and Europe by 20 to 25 percent if they were immediately and comprehensively adopted across the residential, commercial, industrial, and transportation sectors.

As a further example of Honeywell's commitment to sustainability, our headquarters in Morristown, NJ has been redesigned in order to make it more energy efficient, productive and contemporary. The project plans to create a mixed-use campus that will provide benefits to employees and the greater Morris Township, New Jersey community. As planned, the proposed project may include new office facilities, a hotel, residential units, and open space – including walking trails. Hundreds of construction jobs will be created in the execution of the project, as well as permanent professional and service jobs on the mixed-use campus.

Honeywell plans to have a LEED (Leadership in Energy and Environmental Design) certified headquarters, preserve and reuse the existing infrastructure and roadway network, and include 50% green space that allows wildlife to continue to live.

Environmental responsibility is important to our long-term growth. Being a steward of the environment ensures economic stability for our shareholders and employees, and it enables continued development of products to meet the demands of an expanding global economy.

Small Business / Minority Participation

Honeywell recognizes small, as well as minority/disadvantaged, businesses are essential contributors to the social and economic diversity of the communities and customers we serve. As evidence of our commitment, we have demonstrated a primary management focus in providing Small Business (SB) entities with the maximum practicable opportunity to participate in all of our contracts. We solicit the participation of all types of SB entities to procure goods and services, with particular emphasis placed on the Small Business Administration (SBA) programs for Small Disadvantaged Businesses (SDB), Historically Underutilized Business Zones (HUBZone), Women-Owned Small Businesses (WOSB), Veteran-Owned Small Businesses (VOSB), Service-Disabled Veteran Owned Small Businesses (SDVOSB) and Small And Disadvantaged Business Utilization (SADBU) requirements for all federal agencies.

Demonstrated History of Minority Participation

Honeywell has a history of commitment to the minority contracting community. Honeywell's multiple U.S. Government contracts accounted for almost 15% of the company's total sales in 2011. U.S. Government contractors are subject to laws, regulations, and contractual obligations with which we must comply, in order to remain eligible for government work including compliance with the U.S. Equal Employment Opportunity (EEO) laws and commitment to Affirmative Action as part of those obligations.

In order to enhance our existing compliance with the Federal Government programs, as well as local government and higher education initiatives, Honeywell requires U.S. managers and others involved in hiring, to complete ongoing training to further promote understanding Affirmative Action requirements.

As evidence of our historical corporate performance, we consistently strive to meet or exceed the Department of Energy (DOE) Energy Saving Performance Contract (ESPC) Indefinite Delivery Indefinite Quantity (IDIQ) socio-economic goals, as well as the Federal Government's goal for SB contracting of 23%.

Our Small Business Use Exceeds the 23% Federal Goal

The table below demonstrates our SB subcontracted percentages from 2006 through 2011 routinely exceeded SB utilization goals.

2011	2010	2009	2008	2007	2006
31.4%	34%	34%	31.3%	33.3%	33.1%

Small Business Integration and its Benefits

Honeywell integrates our small business service providers, with the project team, to capture the benefits of team operations and support, and maximize the efficiency, performance, and safety of all team members. This integration provides small business entities the safety net of working, as part of a disciplined team, supported by a larger and more experienced firm, and the opportunity to build the

experience to perform successfully on similar projects in the future. As we form partnerships and award procurements, Honeywell works closely with its small business partners to identify and foster ways to increase the volume of business placed with small business concerns, assisting these entities in building the foundation necessary to become self-sustaining members of the economic mainstream.

QUALIFICATIONS OF THE PROJECT TEAM

Qualifications of the firm have been included on Standard Form 330 with additional information provided below.

Honeywell Personnel

Honeywell, globally, operates in 70 countries, in 1,300 sites, with 132,000 employees. Our strength is our people. The project team proposed for the City of Fort Lauderdale is composed of highly-qualified personnel, who have the comprehensive expertise to execute all aspects of your project, in particular, Sports Lighting, Building Lighting, Water Utility, AMR/AMI, HVAC, and other facility requirements. We ensure the success of our projects by attracting and retaining the top talent in the industry and have assigned to this project a solid multidisciplinary project team of seasoned energy engineering professionals, sustainability experts, project management, and Leadership in Energy and Environmental Design (LEED) Accredited Professionals. Honeywell's Florida team brings more than 30 years of Energy Performance Contracting experience to your project.

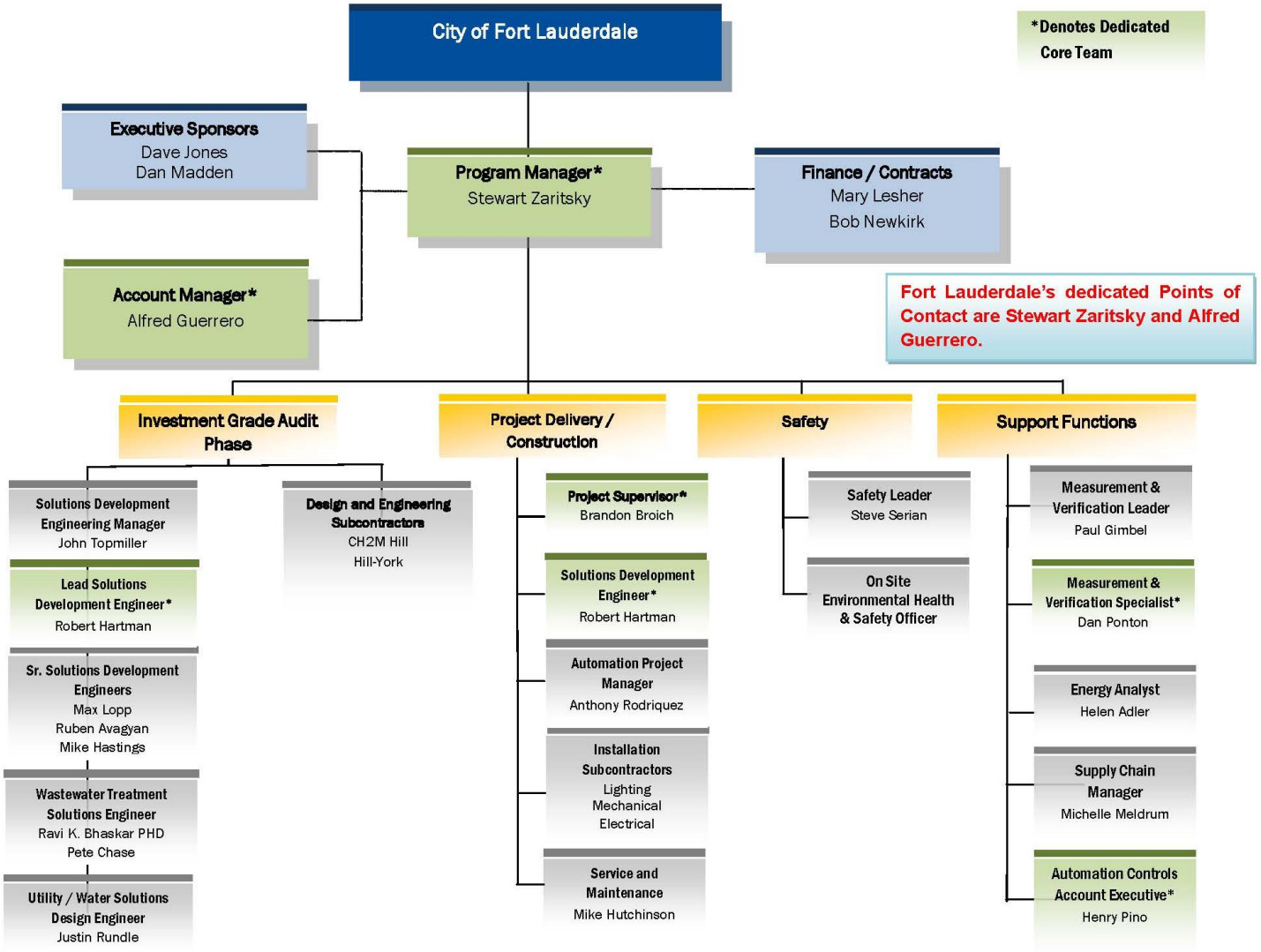
The Honeywell Energy & Environmental Solutions Team is staffed with well over 550 experienced personnel. They include Registered Professional Engineers, Certified Energy Managers, LEED® (Leadership in Energy and Environmental Design) Accredited Professionals, project managers and technical professionals, all of which have a range of experience that enables Honeywell to address all aspects of energy services projects with the most up-to-date knowledge of technologies, design and equipment. This vast experience in every aspect of energy projects enables us to design and install the most cost-effective solutions for each client's unique facility needs and to guarantee that targeted energy savings will be achieved. Our team is also skilled in efficient utilization of related engineering disciplines - from project conception, to design, implementation and project commissioning.

Honeywell's Dedicated Energy Performance Contracting Resources

- **100+ Solutions Development Engineers**
- **73 Licensed Professional Engineer's**
- **96 LEED Certified Professionals**
- **75 Certified Energy Managers (CEM)**
- **104 Project Managers**
- **43 M&V Specialists**
- **Engineering Center Of Excellence**
- **Vast network of Local, Regional and National resources**
- **Atlanta Global Response Service Center**

In addition, for the City of Fort Lauderdale, Honeywell has assigned a dedicated staff of certified energy managers, professional engineering (Mechanical & Electrical) specialists in lighting, controls, HVAC, M&V, and OSHA-certified construction managers. The project team will partner with other Honeywell resources, as well as any other industry experts, to support the program locally. Our team possesses the depth and range of experience that enables Honeywell to address all aspects of energy services projects. We will provide the highest level of local responsiveness to the City of Fort Lauderdale by assuring the City's staff participation in every step of the project's development and implementation, with a clear understanding of local and community sensitivities.

Organization Chart



PROJECT TEAM ROLES AND RESPONSIBILITIES MATRIX			
Team Member	**Role/Responsibility**	**Relevant Project Experience**	**# of Years in the Industry**
Core Team Members			
Alfred Guerrero, LEED AP Florida-based	• Sr. Account Executive • Customer liaison • Sales process coordination • Contract negotiation and customer satisfaction	Alfred brings over 10 years of Energy and Performance Contracting Experience to the team. Over the past ten years Alfred has worked both in South Florida and Internationally to develop and implement energy projects for both public & private-sector clients. Alfred is the current account executive for the Miami-Dade County ESPC project.	10
Stewart Zaritsky Florida-based	• Senior Project Manager • MCAA-Project Management Institute Certified • Six Sigma Certified Green Belt • Licensed Florida Mechanical Contractor • Project Experience in: ▪ AMR / AMI System Installation, Installation including MDMS installation, residential and commercial DR, DA, and all smart grid functionality. ▪ Water/Waste Water Utility Services ▪ HVAC, Chillers, Mechanical Systems, including Central Energy Plant conversions ▪ Lighting and other Building Systems ▪ Roadway and sport park lighting ▪ Retrofit traffic signals with LEDs ▪ Building envelopes ▪ Domestic water conservation	Miami-Dade County Parks & Rec, FL; City of Tallahassee, FL; City of Ada, OK; City of Muskogee, OK; City of Ponca City, OK; City of Clearwater; Tampa Convention Center, Tampa FL; Sarasota Middle Schools, Sarasota, FL; Lakeland High School, Lakeland, FL ;Boca Ciega High School, Gulfport, FL; Quincy Farms, Quincy, FL; DMS State of Florida - Multiple CM activations, FL; Florida State University and National Magnetic Lab multiple retrofit projects, FL; St. Edwards School, Vero Beach, FL; City of Newark DE., City of Port St Lucie, FL., City of Hopeville, VA, Elizabeth City State University, Broward Center for Performing Arts, Ft. Lauderdale FL., Berryhill Schools, Berryhill OK.	30

PROJECT TEAM ROLES AND RESPONSIBILITIES MATRIX			
Team Member	**Role/Responsibility**	**Relevant Project Experience**	**# of Years in the Industry**
Rob Hartman, PE Florida-based	• Lead Solution Development Engineer • Development of energy conservation measures for energy, operational, and revenue generating infrastructure for self funding solutions.	Miami-Dade County Parks, FL; Puerto Rico Public Buildings Authority; City of Port St. Lucie, FL; City of Quincy, FL; Prospect Towers, Clearwater, FL; Citicorp, Tampa, FL	15
Mary Lesher Florida-based	• Finance Specialist • Structure and arrange financing for our energy projects through third party lenders	Miami-Date County Parks, FL/2013, Elizabeth City State University, NC/2010, Western Virginia Water Authority, VA/2011, Public Building Authority, Puerto Rico/2010, Puerto Rico Aqueduct and Sewer Authority/2012, Pulaski County Schools, VA/2011, Buckingham County Schools, VA/2012, Nelson County Schools, VA/2013	25
Dan Ponton, CEM, CSDP Florida-based	• M&V Specialist • Development and implementation of M&V plan and quarterly reporting	Miami-Dade County Parks, FL; City Of Tallahassee, FL, Broward Center for the Performing Arts, Ft. Lauderdale, FL; Holmes County Schools, FL; Gadsden County Schools, FL; Ware County Schools, GA; Florida A&M University, Tallahassee, FL; City of Quincy, FL	27
Henry Pino Florida-based	• Account Executive for Building Automation systems & Security products	Miami International Airport System-wide upgrades; Miami-Dade County ESP, Broward Performing Arts Center	30
Brandon Broich	• Site Manager • Support during solution development, during the overall project delivery and after award.	Western Virginia Water Authority; Longwood University; Lancaster County VA School District	2

Support Team Members			
H. M. Lopp II, P.E., CEM, DGCP, BESA	• Sr. Solution Development Engineer • Principal Investigator for the development the specific ECMs selected to meet technical and financial criteria.	City of Somerville, MA (Municipal Buildings and Schools, 28 Buildings) / Phase II, City of Quincy, MA (Municipal Buildings and Schools, 40 Buildings), Pembroke, NH (3 Schools), Wells-Ogunquit Central School District, Wells, ME (3 Schools), Inter American Development Bank, Washington, D.C. (3 Interconnected Office Buildings, 1.2 MM Sq. Ft.), City of Worcester, MA (Municipal Buildings and Schools, 140 Buildings), Town of Stratford, CT	18
Ravi K. Bhaskar PHD	• Wastewater Treatment Solutions Engineer	Santa Clara - San José CA WPCP; City of Ithaca WWTP; Barceloneta, PR WWTP; Fort France, ON WWTP; Los Angeles Bureau of Sanitation Grand Forks, ND WWTP; Sapulpa, OK WWTP Ravenna, OH WWTP	20
Paul Gimbel	• M&V Leader • Development and implementation of M&V plan and quarterly reporting	Miami-Dade County Parks, FL; OH Robinson Memorial Hospital, OH; OH City of Dayton, OH; IL Eastern Illinois University, IL; PR Minillas Government Center, PR; KY Eastern Kentucky Community Technical College, KY	30
Robert Newkirk	• Contract Specialist	Miami-Dade Parks & Recreation, FL/Building; City of Lamar, CO/Building ECMs & Water Meters/2012; University of Illinois – Rockford, IL/ECM Audit/2012; Western Michigan University, MI/Multiple ECMs/2013; City of Grosse Pointe Shores, MI/Multiple ECMs/2013; Airbus Americas, Inc., AL/Central Utility Plant Construction & Services/2013	10
Helen Alder Florida-based	• Measurement & Verification Specialist • Develop specific M&V plans and cost estimating • Energy Analyst • Sustainability Coordinator	Crestview FL Housing Authority; Homes County FL Schools; Florida Memorial University; DeKalb County, GA; Memphis City Schools, TN; Tuscaloosa County AL Schools; City of Port St. Lucie, Miami Dade County Parks, West Palm Beach Marriott, Tupperware, CNL	10
Pete Chase, PE, CEM	• Energy Audit Engineer • Development of ECMs and energy savings calculations	City of Port St. Lucie, FL; City of Duncan, OK; City of Ogallala, NE; Sidney, NE; F.E. Warren AFB; Western Virginia Water Authority, VA; Puerto Rico Aqueducts and Sewers Authority (PRASA)	19

Justin Rundle, P.E., CEM	• Utility Water Solutions Development Engineer	Crandon Park Golf Course Scalping WWTP, Miami, FL; Alamo Dam Hydroelectric Project, Alamo Lake, AZ; Lake Elsinore Municipal Water District PEA, Lake Elsinore, CA; Grand Rapids Water Plant Optimization, Grand Rapids, MI; Town of Lyons - WWTP SBR upgrade, Lyons, CO; Bullhead City Wastewater Energy Study, Bullhead City, AZ; Bemidji WWTP Improvements, Bemidji, MN; Rancho El Dorado Water Reclamation Facility, Maricopa, AZ; East Valley Water District Water System Optimization, Highland, CA; Ukiah WWTP Cogeneration Project, Ukiah CA; Alfred Merritt Smith Water Treatment Plant, Las Vegas, NV	25
Ruben Avagyan, Ph.D., PE, CEM	• Sr. Solutions Development Engineer	Renaissance Sea World Resort, Orlando, FL; Ocean City Government, Ocean City, MD; Nelson County School District ESPC, Lovingston, VA; Middlesex County School District ESPC, Saluda, VA; Amherst County PS and Government ESPC, Amherst Butts County Government, Jackson, GA; Paine College ESPC, Augusta, GA; Buckingham County School District ESPC, VA; Riverside Regional Jail ESPC, Hopewell, VA; Allegheny Housing Authority, Pittsburgh, PA; Bedford County Public Schools, Bedford, VA ; Western Virginia Water Authority ESPC, Roanoke, VA	13
Mike Hastings, PE, CEM, CIAQP, LEED AP	• Sr. Solutions Development Engineer • Responsible for quantifying costs, energy savings, determining operational, environmental and code related impacts of proposed improvements directly through customer site surveys.	Naval Station Newport Decentralization; Merrimack NH School District; Winslow School Department; MSAD 22 School District; Old Town School Department; Winnisquam Regional Schools; Pembroke Schools; Kearsarge Regional School District; RSU 18 School District; Wilmington Waste Water REBF	19
John Topmiller, PE, CEM, LEED® AP	• Engineering Manager • Responsible for general oversight of project development, time lines and accuracy of energy projects.	City of Newark, DE/Local Government; Riverside School District/Taylor, Pa / K-12; Palmyra Area School District/Palmyra Pa/K-12; Central Dauphin S.D./Harrisburg, PA/K-12; West Hanover School/Harrisburg, Pa/5-8; Schuylkill Intermediate Unit / Mar Lin , PA; Minersville Area School District /Minersville, PA / Phase 1 & 2; Dauphin County Technical School / Harrisburg, PA	16

PROJECT MANAGER'S EXPERIENCE

The assigned Sr. Project Manager for this project is Mr. Stewart Zaritsky. Stewart is a highly respected and experienced project manager with over 30 years of Industry Experience. He has successfully managed the construction and implementation Honeywell Performance Contracting projects in the United States including such projects as the Port St. Lucie, City of Tallahassee and City of Clearwater ESPC projects.

Stewart's philosophy when it comes to execution is simple. ***CUSTOMER FIRST!*** His primary role is to successfully implement the Performance Contract on-time and on-budget while meeting the needs of the City in the least disruptive manner possible. In addition, his role includes working with the engineering team during the Investment Grade Audit Phase, to provide input on project design and to work with subcontractors to receive pricing. Stewart will provide a single point of contact to the City during the project installation period. His responsibility is to provide work direction and coordination of project activities to all project personnel and subcontractors. Stewart is also responsible for facilitating all project meetings with the City, and to deliver the project based upon the schedule and City requirements.

Stewart, currently resides in Tallahassee, Florida but travels throughout the state overseeing Honeywell performance contracts currently in construction phase. Currently, he is overseeing the implementation of a $7.9M Energy Savings Performance Contract with Miami-Dade County and will be available for this project as the Miami-Dade project is scheduled to be finished in early 2015. Through the use of modern communication technologies such as Lync, Video & Audio conferencing, IM, etc.. Stewart is able to effectively communicate regularly with team members and subcontractors in order to meet deadlines and resolve issues quickly. In addition Stewart will regularly schedule on site meetings to insure the project meets quality standards, project is on schedule, safety standards are being adhered to, and most importantly gauge customer satisfaction.

Qualifications

Stewart attended the University of Texas at Austin College of Engineering MCAA Institute for Project Management. He is a LEED certified Accredited Professional and has a State of Florida's Mechanical Contractors License. He has course certifications in the following areas:

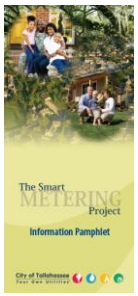
- OSHA
- MCAA – Project Management
- Time Management
- Conflict Management
- Six-Sigma Green Belt Certified
- Honeywell Ethics Training

Experience

During his tenure with Honeywell, Stewart has successfully implemented multiple Energy Savings Performance Contracts across the country. He has extensive experience with a variety of Energy conservation measures ranging from complex Chiller Plant installations to smart grid solutions that included water, gas, and electric change outs, and integration of various software systems (MDMS-Meter Data Management Systems).

The following are brief descriptions of three Projects that were successfully implemented by Stewart and his team.

City of Tallahassee Phase III & IV



In 2008 and 2010, the City of Tallahassee awarded Honeywell a $32.1M Smart Metering and Smart Grid project to renovate the City utility's metering infrastructure and implement a City-wide Demand Response program. As the project Manager Stewart oversaw the implementation of the a project scope that included retrofit of 82,000 water meters, replacement of 108,000 electric meters, retrofit of 27,000 gas meters, installation of an Elster fixed base system, and a Meter Data management System. Project also included HVAC, VFDs, Roof Replacements, Lighting Water Conservation, DDC Controls, Vending Controls, and Service

City of Port St. Lucie

Stewart Project managed and oversaw the implementation of this $7.1M Performance Contracting project. Scope included ECMs at over 40 City government buildings, parks and recreation and outdoor spaces. ECMs included ranged from, building lighting and sports lighting to mechanical retrofits including a new district chilled water plant.

City of Clearwater Phase I and II

Stewart was project manager for both phases and delivered both projects on-time and on-schedule.

Phase 1 - $2.4M. Retrofit at the Long Center Natatorium replacing 8 RTU's ranging in capacity from 5 tons to 17.5 tons. Building lighting retrofit. Install one (1) new high efficiency packaged roof top unit to serve the upper level viewing area of the natatorium and one (1) new Dehumidification Unit serving main pool areas of natatorium.

Phase 2 - $3.5M – 2010. Building lighting retrofit in 16 different buildings, HVAC retrofits including DX systems from 2 tons -17.5 tons, 60 ton chiller retrofit, and replace 2 17,000 CFM dual duct path air handlers. Work took place in 6 different buildings. Automation up[grades and retrofits in 17 different buildings, Install new hi efficiency pool pump motors at Long Center Aquatic Center, install new GACO spray foam roof on Long Center Building.

In addition to the three projects previously listed Stewart has worked on the following Performance Contracts:

- Florida State University and National Magnetic Lab multiple retrofit projects, FL ($2.5M+)
- City of Ada, OK, ($5M)
- City of Muskogee, OK, ($10M)
- St. Edwards School, Vero Beach, FL ($846K)
- City of Tallahassee, FL Ph III & IV ($32M)
- City of Ponca City, ($16M)
- City of Clearwater Ph I($2.5M)
- City of Clearwater Ph II ($3.1M)
- Broward Performing Arts Center ($2.1M)
- Elizabeth City State University ($5.3M)
- City of Port St. Lucie ($7.1M)
- City of Newark, DE ($11.4M)
- City of Berryhill OK Schools ($400k)
- City of Hopewell, VA ($450k)
- City of McAlester, OK ($750k)
- Mansfeild School District, Ft. Smith AR ($1.2M)
- City of Duncan, OK ($11M)
- Citibank Data Center, Tampa FL ($400k)
- Tecumsuh OK ISD ($600k)
- McAlester Schools, McAlester OK ($800k)

APPROACH TO SCOPE OF WORK

Understanding the City's needs, goals and objectives

The City of Fort Lauderdale has developed a Vision Plan – *Fast Forward Fort Lauderdale* – and an inspirational view of what the City wants to become. In addition, the EECBG grant that the city received helped finance the publication of City's Sustainability Action Plan that was last updated in 2011. This Energy Savings Performance project can assist in helping to realize that vision as well as advancing many of the goals that were identified as priorities.

Some of the goals include:

- Stimulate Green Local Economy (Leadership)
- Prepare for Climate Change Impacts (Leadership)
- Reduce GHG Emissions by 20% below 2010 levels by 2020 (Air Quality)
- Reduce energy usage by 20% below 2010 levels by 2020 (Energy)
- Source 20% Electricity from Renewable Energy by 2020 (Energy)
- Reduce water demand by 20% by 2020 (Water)
- Improve Energy Performance in Buildings (Built and Natural Environment)
- Track progress of Sustainability Efforts (Progress Tracking)

Currently, the City spends approximately $22M annually on electricity, water and fuel. Through the use of an Energy Savings Performance Contract the city can:

- Reduce its energy expenditure while creating a funding vehicle for needed energy-related capital equipment
- Reduce GHG emissions
- Improve building operation and maintenance while lowering costs
- Improve demand management for both electricity and water
- Fund and implement renewable energy technologies using solar & wind energy
- Advance its Sustainability goals in a fiscally responsible manner
- Create jobs

The City of Fort Lauderdale has demonstrated strong economic and environmental leadership by pursuing this opportunity to participate in an Energy Performance Contract. Through Honeywell's leadership in energy efficiency, renewables and environmentally friendly solutions, we will work closely with the City of Fort Lauderdale to achieve your goals of improving energy efficiency, driving down costs through better stewardship of resources, and expansion of green jobs and business opportunities for Fort Lauderdale residents.

Honeywell's Florida team for the City of Fort Lauderdale will meet or exceed all of the Scope of Service requirements of the RFQ. In an effort to make the review process easier we have created a matrix to assist finding specific information requested in the RFQ.

No.	Request	Page
1	ESCO should provide examples of what areas are covered or reviewed in a investment grade audit for water and energy uses.	44
2	ESCO must provide a guarantee that annual energy cost savings will meet or exceed the amortized cost of the energy-related capital improvements	54
3	ESCO must provide examples where they have reviewed applicable FPL utility rate structure applied at each facility as part of an investment grade audit	56
4	ESCO should provide examples of how costs are recovered or charged for initial energy audits.	62
5	ESCO should provide examples of methodoloy for tracking and verifiying energy / water/ cost savings.	67
6	ESCO should provide examples of repayment schedules and structure if the guaranteed savings are not met in any given year.	69
7	Provide information on your firms current workload and how this project will fit into your workload.	71

Our vision, ideas and methodology

Our vision is to become intimately familiar with the challenges and issues that the City needs to address so that we can adequately provide the Right Solution. With regards to this project, the primary objective is to provide a solution that allows the city to reduce energy and operational costs and upgrade existing infrastructure in a budget-neutral manner. The City of Fort Lauderdale has a multitude of assets including buildings, parks, water plants, motors, pumps, etc. One of the first questions we will look to ask as we commence the project is; “What does the city want to accomplish and what are the priorities in terms of capital improvements.” With over 140 different facilities there is no shortage of available facilities to include in our initial audit. As a starting point here is a list of ideas and conservation measures that provide a good starting point for discussion.

Prior to the release of this RFQ, Honeywell had the opportunity to briefly walk a few of the City’s buildings. We were able to tour City Hall, The War Memorial Auditorium and the Police Headquarters. Based on our observations, there is a good opportunity for the City to achieve substantial savings at these buildings as part of a performance contract. Furthermore, two of these three buildings, Police Headquarters and City Hall, are the first and second largest energy consumers respectively as noted in the *City of Fort Lauderdale Sustainability Action Plan*. Following is a summary of our observations.

City Hall

The City Hall building was constructed in the 1960s and has gone through some upgrades to the MEP systems. For example, the City has retrofitted all building lighting with LEDs and the Chiller plant has new high efficiency magnetic bearing chillers and VFDs installed on pumps. However, during Honeywell’s short high level tour of this building we noted several areas where significant energy savings can be achieved:

Mechanical Systems:

- The existing Central Air Handling Units have 3 way chilled water valves and pneumatic controls. There is an opportunity to change to 2-way for variable flow pumping.
- The typical outside air make up to each air handling unit is shut. This damper should be opened to meet local ventilation standards. A demand controlled ventilation sequence could be used with new controls to achieve energy savings and a healthier indoor environment.
- The chiller plant has new high efficiency magnetic bearing chillers and VFDs installed on pumps. However, no bypass piping was installed and VFDs run in manual mode with constant volume pumping to coils. The existing pneumatic controls can't interface with the chiller control panel. There is a large opportunity for savings with an installation of new DDC controls. Integration with new DDC and a variable flow primary pumping arrangement will provide significant savings.

(2) Newer 150ton High Efficiency

Chiller Control Panel: Note the low delta T (6.1 deg) which is an indicator of wasted pumping energy due to constant volume pumping.

Water Conservation

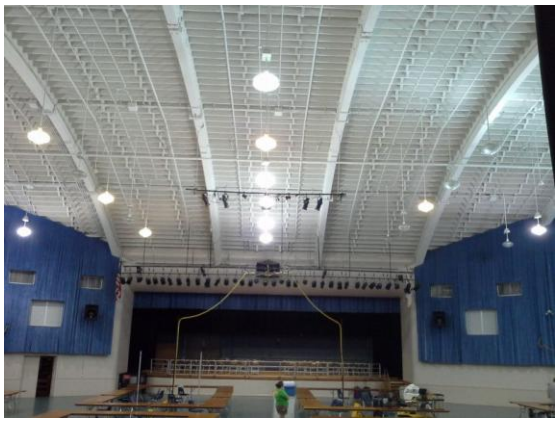
- The existing building utilizes high flow fixtures. Low flow fixtures retrofits will provide significant water savings opportunities and potentially tower make-up water net metering.

War Memorial Auditorium

The War Memorial Auditorium was constructed in 1949. Much of the lighting consists of incandescent technologies as well as inefficient Metal Halides. The mechanical systems have been retrofitted with a new air cooled chiller in 2012 and new air handling units in 2005.
During Honeywell's high level tour of this building we noted several areas where significant energy savings can be achieved:

Lighting

- There is an opportunity to replace inefficient metal halides in the hall with T5 fluorescent lamps. This will also allow the installation of occupancy sensor controls. T5s are instant on/off whereas metal halides have a re-strike wait time. T-5's also have a longer life meaning that the lights will have to be replaced less often.
- There is an opportunity to replace many existing incandescent fixtures with new LED technologies.



Metal Halide Fixtures in Main Hall

Incandescent Fixtures in Lobby

Building Envelope

- The building envelope needs improvement. There are many visible cracks in weather stripping at doors. This allows unconditioned air to infiltrate decreasing occupant thermal comfort and increasing the load and energy use by the HVAC system.

Mechanical Systems

- The building is conditioned by a new air cooled chiller and older air handling units.
- Air Handling Units have 3 way bypass valves and pumping is constant volume
- There is an opportunity to change the 3 way to 2 way valves for variable pumping to achieve significant savings. The old chilled water pumps could be replaced with high efficiency pumps and VFDs.

Typical 3-way valve at AHUs

Old standard efficiency constant volume pumps at chiller

Water Conservation

- The existing building utilizes high flow fixtures. Low flow fixtures retrofits will provide significant water savings opportunities.

Police Department

The Police Headquarters is one of the City's oldest buildings. It was built in various stages of expansion over time. This building is the largest energy consumer per the City's *Sustainability Action Plan*.
The building Lighting is mostly older, inefficient T-12 fluorescent lamps. There is a significant opportunity for savings as part of a T-8 fluorescent lamp retrofit.

T-12 Lighting Fixture

Building Envelope

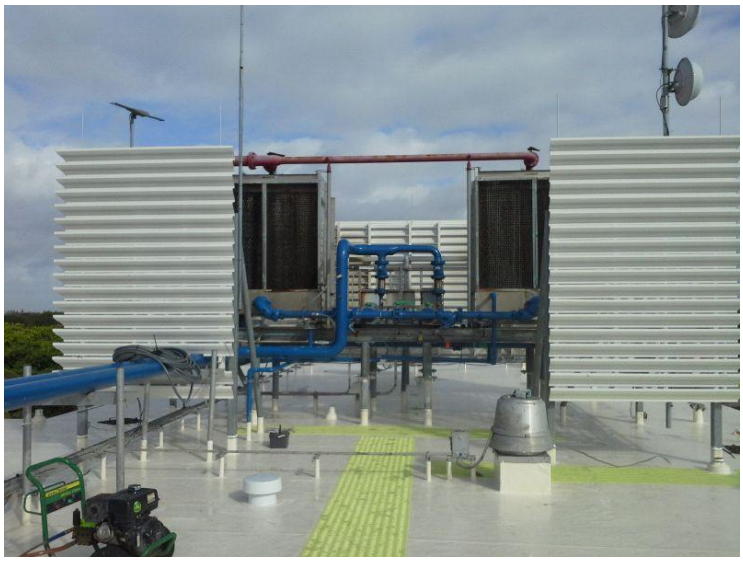
- The building envelope is in poor condition and substantial savings could be achieved by improving the weatherization of the building.

Water Conservation

- The existing building utilizes high flow fixtures. Low flow fixtures retrofits will provide significant water savings opportunities.

Mechanical

- The existing mechanical systems are a mish mash, which were installed over time as the building grew. There are several self contained constant volume multizone units which reject heat to an air cooled condenser on the roof. There is a 20 year old Carrier VVT air handling unit which has been disabled and operating in constant volume mode. There are also several packaged DX Roof Top Units. There are several opportunities for retrofit with more efficient systems



14 year old Air Cooled unit

20 year old VVT Air Handling Unit which has had dampers disabled.

- The gun range is served by packaged DX rooftops which are 100% outside air. The gun range operates 24/7 with a once through system. This system has a very high energy use intensity. There is a large opportunity for some form of scheduling and setback of outside air volume as well as energy recovery.

Gun Range 100% Outside Air

Gun Range Exhaust Fan

- The existing controls are outdated pneumatic controls. There is an opportunity to install Direct Digital Controls which could provide the ability for energy savings controls strategies such as demand controlled ventilation and setpoint adjustment and setbacks.

Old Pnuematic HVAC Controls

- The building houses two kitchens, each with constant volume manually controlled kitchen exhaust hoods. These hoods bring large amounts of outside air makeup into the building, which need to be conditioned. There is a large savings opportunity to replace the existing constant volume hoods with VAV exhaust hoods.

Constant Volume Exhaust

Manual Hood Controls

Based on our initial observations there is clearly an opportunity to structure an Energy Savings Performance Contract. Even if the city were to limit the opportunity to the top five energy consuming buildings the savings potential for a performance contract would be still be an opportunity to implement a significant quantity of capital improvements.

Top 5 Energy Users in 2010 (Buildings)					
No.	Building/Facility	Department	kWh	% of Total	Billing
1	Police Headquarters	Police	4,990,533	5%	$388,342
2	City Hall	Public Services	3,360,000	3%	$260,442
3	City Parking Garage	Parking and Fleet	2,040,480	2%	$157,214
4	Internat. Swim Hall of Fame (ISHOF)	Business Enterprises	2,004,880	2%	$171,517
5	Holiday Park, War Memorial office	Parking and Recreation	1,190,933	1%	$117,093
			13,586,826	13%	$1,094,608
Data extracted from Fort Lauderdale Sustainability Plan update 2011					

The ESCO should provide a examples of what areas are covered or reviewed in an investment grade audit for water and energy uses

The above-mentioned is only a small sampling of conservation measures that have high-impact potential. Based on our high level walk through of the buildings mentioned previously and the information available to us at this time, Honeywell foresees that there are a large number of additional ECMs which could be included as part of our Investment Grade Audit for the City of Fort Lauderdale. Below is a high level summary of some of the ECMs we will investigate further during the IGA phase.

ECM 1: Building Lighting Upgrades

Lighting upgrades usually prove to be one of the most cost effective energy savings measures. During our audit we'll visually inspect all of the lighting systems for the selected buildings. In some cases, such as the Police Station there are old inefficient T-12 Florescent lamps that can be replaced with efficient newer technologies such as T-8s and T-5 lamps that are currently available.

ECM 2: Building Lighting Controls

Three types of lighting controls have proven useful for energy conservation: building scheduling, room occupancy and day-lighting controls. Lighting controls can provide lighting energy savings for both upgraded fixtures as well as existing lighting fixtures that have not been upgraded.

ECM 3: Street Lighting

The objective of this ECM is to reduce energy consumption by the existing street lighting. Existing street lighting fixtures can be retrofitted with new LED fixtures. LED fixtures have over 80,000 hours of rated average life, no flickering, excellent color rendering (CRI 85) starting at -40 degrees Fahrenheit, instantaneous light and instant hot strike. These fixtures can also reduce power usage by as much as 250 watts per lamp.

ECM 4: Pedestrian and Parking Lot Lighting

The objective of this ECM is to reduce energy consumption by the existing pedestrian and surface parking lot lighting. Existing pedestrian fixtures can be retrofitted with new induction light kits. These induction lights have 100,000 hours of rated average life, no flickering, excellent color rendering (CRI 85), starting at -40 degrees Fahrenheit, instantaneous light and instant hot strike. These fixtures can also reduce power usage by as much as 150 watts per lamp. Existing parking lot lighting can be retrofitted with LED technology as described in Street Lighting.

ECM 5: Sports Field Lighting

This retrofit will reduce energy consumption, reduce operational costs and maintenance requirements, and improve the safety of children and other residents using the fields by bringing lighting levels to minimum Little League and industry standards. In addition, we can reduce off-site light spillage and glare issues. Honeywell has installed lighting systems which are accompanied by a 25 year labor and material warranty including re-lamping based upon the manufactures recommendation. The extended warranties assure long term budget integrity and operational cost savings for 25 years.

ECM 6: Power Factor (PF) Improvement

If a power factor at a building is low, averaging between 79% to 83%, due to inductive loads such as motors. Energy rate structures that have demand charges based on kVA instead of kWh are penalizing the customer for having less than a 100% PF (PF is equivalent to the ratio of kWh to kVA). Buildings with power factors in the low 80% range significantly inflate electric demand charges. The installation of PF correction capacitors that can help move the PF back toward 100% will be considered in the energy audit

analysis. Installing power factor (PF) correction capacitors can reduce both ratchet and demand charges (KVA). The reduced current in PF corrected circuits also reduces the resistance energy losses due in wires and transformers. Typically Power Factor is corrected to a minimum of 97% to avoid over sizing capacitors and reducing installation costs. The proper location of PF correction capacitors will be determined by circuit analysis, and savings calculations will be determined by using a rate structure spreadsheet to determine the before and after cases. As stated above, VFDs correct the PF for the applied motors.

ECM 7: Retro-commissioning

The objective of this ECM is to optimize performance of existing systems as well as ensure energy retrofits deliver the guaranteed savings and those savings are sustained for the life of the facility.

Commissioning and/or retro-commissioning is the systematic process of reviewing and testing the design and construction elements of a project to verify compliance to original concept goals and objectives. A successful effort requires in-depth knowledge of building system design. Honeywell electrical and mechanical engineers are experienced in the industry and understand the operation of building systems. Commissioning is an integral part of Honeywell's M&V process. Therefore our experience in commissioning is also extensive. During the retro-commissioning analysis, our engineers quickly identify system inefficiencies and develop plans for quantifying and correcting the deficiencies.

ECM 8: Automated Computer Power Management

The objective of this ECM is to reduce overall electrical consumption for all buildings by automatically shutting down all PCs on a set schedule during off hours or by time delay.

Computers require between 100 and 200 watts to remain in operation. 110 watts is required for the computer and 90 watts for the monitor; less if the monitor is a LCD. If left on 24 hours a day, 7 days a week for one year, a computer will consume 1752 kilowatt hours of electricity, or approximately $330 per computer. By installing computer optimization software, each computer will operate only when necessary reducing energy consumption.

ECM 9: Building Automation Improvements

Honeywell will investigate a variety of improvements to the building automation systems aimed at optimizing the facilities and integrating buildings. Improvements may include: new programmable thermostats with communication capability, replace pneumatic and antiquated electronic control system with new Direct Digital Controls, and optimize control sequences in existing automation systems to enhance equipment operation, and better control temperature, ventilation, and occupancy schedules.

A new integrated system will allow authorized personnel to monitor and control building operation and comfort via an existing network, or via remote access. Furthermore, the new system will provide better data for facility management, making staff more productive. The improved system will reduce energy costs and improve the building environment as well as extend the life of the HVAC equipment by running the equipment only during building occupancy.

ECM 10: Mechanical System Improvements

Honeywell will investigate a variety of Heating, Ventilating and Air Conditioning (HVAC) system improvements, including: Replacement of old and inefficient DX equipment, conversion of Air Handling Units to Variable Air Volume, Chilled water pumping optimizations, and replacements of air cooled chilled water systems. Honeywell will also investigate optimizing several pumping systems.

This work will improve building thermal comfort, equipment efficiency and reliability, improve indoor air quality, reduce maintenance costs, reduce equipment down-time, and reduce future capital outlay needs.

ECM 10: Building Envelope Improvements

Honeywell will investigate a variety of improvements to the building envelopes. The scope of work would potentially include retrofit of building door sweeps, window frames, insulation, and other penetrations in city facilities to reduce energy loss via the building envelope. Window films will also be applied at select facilities to reduce cooling energy required. This work will improve building thermal comfort and reduce energy costs.

ECM 11: Energy Efficient Transformers

Honeywell will investigate replacement of older standard efficiency building dry type transformers with new high efficiency type transformers which minimize electrical power loss when stepping down voltage within the buildings.

ECM 12: Variable Volume Kitchen Exhaust Systems

We will investigate the retrofit of existing kitchen hoods with variable air volume control to operate based on actual cooking and kitchen usage. This ECM will reduce kitchen hood energy usage as well as energy required to cool outside air being pulled into the kitchen

ECM 13: Smart Programmable Electrical Outlets

Honeywell will investigate the implementation of plug load controllers which minimize off hour electrical power consumption of appliances such as copiers, printers, water coolers, coffee makers and LCD screens.

ECM 14: Green Print

Green Print is a software package which reduces printing expenses and helps the environment by eliminating unwanted pages from print jobs and reducing use of expensive printer ink.

ECM 15: Vending Misers

Honeywell will investigate control technology in vending machines throughout the City buildings. This technology reduces energy consumption by vending machines while maintaining product quality.

ECM 16: Compressed Natural Gas Fleet Conversion

The City of Fort Lauderdale currently maintains fleets of gasoline powered vehicles for public transportation, sanitation, government employee vehicles, parks and recreation support vehicles. Honeywell will investigate the feasibility of converting these fleets to CNG vehicles.

Existing gasoline powered vehicles have a negative health effect on people exposed to exhaust emissions and contributes to greenhouse gases. Compressed natural gas (CNG) is a safer, cleaner alternative fuel source. CNG is more environmentally friendly than other fuels. CNG is an alternative fuel that has proven to be safer than other fuels in the event of a spill. CNG is lighter than air, therefore dispersing quickly if released into the atmosphere. Vehicles running on CNG have 96% lesser Carbon Monoxide emissions and can save 45% of fuel cost compared to gasoline driven vehicles.

The National Renewable Energy Laboratory has identified the nearest CNG fueling station at 650 NW 27th Ave. Fort Lauderdale. This station is a light duty fueling station only, operated by Wise Gas. Honeywell will investigate the most feasible option for fueling based upon which fleets will be candidates for conversion. Fueling options available will be either utilization of the existing light duty station, construction of a central fueling station, or use of modular fueling station such as GE's "CNG in a Box" stations.

ECM 16: Elevator Upgrades/Replacements

Honeywell will investigate feasibility of elevator upgrades and/or replacements. Elevators typically account for about 5% of a buildings energy usage. Energy savings in elevators can be achieved through retrofits to the lighting, hoisting and standby power. Honeywell will investigate existing elevators and propose solutions such as retrofitted lighting, replacement of old hydraulic lifting with traction hoists, regeneration traction systems and dispatching controls.

ECM 17: Cool Roof Retrofit

The scope of this ECM will be to greatly reduce the amount of heat transfer through the existing roofs in order to reduce the cooling energy required. This will be done by applying Honeywell SprayFoam roofing to the surface of the existing roofs. This will minimize building use interruptions and replacement of roof can be minimized. The spray foam will also act as a sealant. A top layer of reflective material will be installed to minimize solar heat gain and heat island effect. The final overall R value will be increased for improvement in the solar heat gain and a reduction in cooling energy required.

ECM 18: Water Efficiency Measures

Many of the existing plumbing fixtures in the buildings observed are outdated and consume more water than necessary. Normally low-flow fixtures will have water and sewer saving opportunities because Honeywell will calibrate the fixture water flows to match the water system pressures and drain piping designs. These low-flow fixtures will operate more effectively, and the vast majority of existing standard and high flow fixtures are viable candidates for efficiency improvement.

When Honeywell conducts our detailed site audit, we will encounter a variety of flow rates and performance characteristics. This variety is due in large part to material degradation. The materials that will be most affected are those manufactured from natural rubbers. American Water Works Association has concluded that chloramines in water, recently introduced as part of water treatment processes, have greatly increased the deterioration of natural rubber plumbing components. Not only does material deterioration contribute to flow and performance variance, but it also creates leaks. Our past experience has shown numerous leaks associated with sinks and flushometers. Ultimately, the degradation of plumbing parts will compromise the performance of plumbing fixtures, induce unnecessary water use, and increase the burden of maintenance for staff.

ECM 19: Fan and Pump Variable Frequency Drives (VFD) / High Efficiency Motors

VFDs that allow air handler unit fan and water pump motors to operate at variable speed according to controlled operating sequences are a proven method for reducing the use of energy. Most air handler fans operating at constant speed were designed to deliver airflow sufficient to meet maximum hot weather loads. This airflow is usually excessive for the load on mild days and could be reduced if the fan were able to operate at a variable speed. Fan laws state that fan power is proportional to the cube of fan speed. This means, for example, that a VFD controlled fan operating at 80% speed will supply 80% airflow while using only 52% power. At 60% speed the fan uses only 22% power. The same speed to power relationship applies to water pumps. Constant speed water pumps usually over-pump the hydronic system, forcing water to be throttled by balance valves or to flow around coils without doing any useful heating or cooling. VFD controlled pumps can operate at the lowest speed necessary to produce the required cooling or heating result, and energy savings are usually substantial.

Another advantage of VFDs is their ability to correct the lagging power factor of motors.
Electric rate schedules charge for demand based on kVA not kW, so a lagging power factor increased the demand charge and also increases the amount of kWh in the first, higher cost, energy step. The VFD has an excellent 95% power factor and eliminates the need for adding power factor correction capacitors to the motors with VFDs.

When a VFD is installed on a motor, it is important to also replace any standard efficiency motors with high efficient. The reason is two fold. First, because older standard efficiency motors are not compatible with VFDs and may burn out. Secondly, premium efficiency motors can operate upwards of 92%, whereas standard efficiency motors may only operate at 75%-88%.

ECM 20: Automated Meter Infrastructure

As water meters age, their accuracy diminishes, resulting in increased levels of unaccounted for water and reduced revenues. The financial impact of reduced revenues is made worse in older systems with little or no automation because they incur avoidable operational and maintenance costs. This increases costs to the City. At the same time, upgrading to a new meter infrastructure can be a significant investment and can cause funding and resource challenges for municipalities.

Honeywell offers a self-funding solution that will enable the City of Fort Lauderdale to upgrade its meter infrastructure and reduce operating costs through AMR. We will partner with the City to:

- Effectively utilize new technology, optimize service to your customers and provide full delivery capabilities
- Provide reliable new meters and AMI technology that will lower future maintenance costs
- Provide leak detection technology to help pinpoint system leaks and critical infrastructure issues.
- Effectively automate your entire meter population
- Evaluate the various technologies and applications available to develop the best AMI solution for the City, including:
  - Mobile Radio (Drive-by) AMR
  - Fixed Base AMR
- Leak Detection Systems
- Provide industry leading customer service
- Generate a self-funded, no-risk project over the life of the contract

In addition, Honeywell's Performance AMR/AMI solution development process will:

- Establish an accurate assessment of your current system
- Model benefits and costs accurately so as to deliver a self funded program
- Incorporate a final design where change orders are unnecessary and results are predictable
- Evaluate other performance opportunities outside of the traditional meter services scope of work such as leak detection and infrastructure repair.

Honeywell's Performance AMR solution incorporates:

- A superior history in both meter services as well as performance contracting
- A time tested and field proven approach for delivering top quality utility programs
- Dedicated meter expertise with a significant track record of success
- Advanced processes that will provide accelerated start up and on time project completion
- A value based approach that delivers a cost effective, quality solution
- Utility specific experience for working with the public to ensure effective communications

Some of the Key Features/Benefits of Honeywell's Performance AMR solution include:

- Improved meter reading and billing accuracy resulting in fewer re-reads and more accurate bills
- Faster meter reading times resulting in potentially shorter and more flexible billing cycles
- Improves safety and reduces risk to City personnel by not having to access private property to read meters
- Provides hourly meter consumption data to the City for every customer
- Leak detection features allow the City to proactively alert its customers to potential leaks before large bills result.
- Reduced operating costs and improved productivity.

All of this comes with a Honeywell Performance Guarantee that mitigates your risk and gives you the confidence to move forward with this important program.

Performance AMI Program Implementation - Honeywell will provide a complete AMI solution that manages and integrates all facets of implementation, including recommendations for water AMI, customer

care, system integration, field implementation and service. There are several AMI technologies and suppliers in today's market providing fixed networks, telemetry based systems and wireless fixed network system. Honeywell will provide the optimum solution with maximum benefit.

Honeywell's AMI Experience - Honeywell is one of the largest meters services organizations in the industry, servicing investor-owned utilities, municipal utilities and AMR/AMI providers. We have performed AMR/AMI projects both large and small nationwide and have had AMR/AMI replacement programs at City of Tallahassee, Florida, , City of Ponca City, Oklahoma, and City of Rowlett, Texas, just to name a few.

Customer	Project / Solutions
City of Tallahassee	Water, Gas, Electric AMI & Utility Solutions
Jacksonville Electric Authority	Water & Electric AMR & Utility Solutions
Orlando Utility Commission	Utility Energy Solutions
Florida Power & Light	AMR / AMI and Utility Solutions
City of Clearwater	Gas AMR (In development)
Duke Energy / Progress Energy	AMR / AMI and Utility Solutions
ConEdison	Utility / Energy Services
City of Augusta, GA	Water AMR
Boston, MA	Water AMR

ECM 21: Greenhouse Gas Emissions Inventory

Honeywell's comprehensive services can include a greenhouse gas emissions inventory -- an accounting of the amounts and sources of emissions of greenhouse gases or eCO_2 attributed to the existence and operations of an institution. The completion of such an inventory provides an essential foundation for focused, effective outreach on the issue of climate change and the basis for institutional action to address the concern. It is the crucial first step toward comprehensive climate action efforts on the road to carbon neutrality.

Analyzing and presenting the results of your inventory provides an important opportunity to move forward in the larger process of emissions reduction and climate action. Honeywell's report informs all stakeholders about the climate impact of your organization and provides a map of implementing measures that reduce greenhouse gas emissions and help City of Port St. Lucie develop an Environmental Sustainable Policy action plan.

Honeywell can help City of Port St. Lucie in implementing their Environmental Sustainable Policy and measure and track your carbon footprint and your progress toward carbon neutrality by implementing programs and projects that will have a positive impact on the environment through the measurement of energy consumption throughout your entire enterprise. To complement our energy and renewable services developed for City of Port St. Lucie, Honeywell offers a number of additional services to help leverage the "Power of Sustainability", including the following:

- eCO_2 Footprint Onsite Workshop
- eCO_2 Emissions Inventory Services
- Utility Bill Management and Analysis
- Environmental Sustainability Awareness Platform

ECM 21: Reuse Water solutions for Golf Courses

Honeywell has experience in developing reuse water solutions for irrigation specifically at Golf Courses. Golf Courses are high users of water. In many cities potable water is used to irrigate the course. We have working experience in helping municipalities reduce irrigation requirements and augmenting it with reuse water.

ECM 22: Fuel Switching

Honeywell will analyze with the local utility the opportunity for fuel switching as well as delivering that solution with renewable energy. Each fuel source will be reviewed for its long term and short term cost. This type of analysis as well as the useful life of the equipment will contribute to the final fuel source. Having a dual source or back up generation will be key design criteria.

ECM 23: Renewables

Solar-electric

Honeywell has installed 30 solar photovoltaic installations for a total of 5.8MW DC in the past 3 years. Twenty three of the installations are Power Purchase Agreements, owned and operated by Honeywell.

Solar thermal

Our experience has been in the design and installation of custom solar flat-plate collector solutions for commercial pools, hot water and boiler feed pre-heating applications. We can explore evacuated-tube or parabolic-trough applications, and solar thermal cooling may be a possibility.

Geothermal

Geothermal is used as an all-inclusive term for a variety of heat and cooling systems that use the ground and groundwater as a source of heat and as a sink for heat rejection. Building load analysis will determine both heating and cooling demand as well as the balance between heat in/out of the strata. Preliminary geological assessment based upon available data to ascertain suitability of the geology. Preliminary well field design - area how many, etc. Thermal load test of strata with a test well. Final design of well field and interface with building systems. Construction ,startup, commissioning.

Wind, small-scale or large-scale

We are currently installing three 20 kW wind turbines at Perkins High School, Perkins, Ohio, Nova Scotia Community College, in Halifax, and for East Grand School District in Granby, Colorado..

Biomass

Honeywell has been responsible for the installation of several biomass facilities in the northeast United States installed within existing buildings or constructed within their own stand alone structure with

interconnecting underground piping. Each of these systems has been integrated with existing heating and control systems to maximize overall performance and efficiency.

Distributed generation
Cogeneration projects, including internal combustion engines, gas turbines and microturbines have been installed by Honeywell. Photovoltaic installations based on either direct owner purchase of the asset or unique power purchase agreements (PPA) wherein we own the asset and sell the output to the client as a service.

Honeywell is aware that we will be required to provide all mandatory reporting for the Department of Energy, Efficiency and Conservation Block Grant (EECBG). Honeywell has on numerous occasions assisted our customers with the block grant requirements. Our staff will assist the city with all documentation required as well as providing all mandatory reporting for energy conservation measure implemented.

General Approach to Energy Performance Contracting

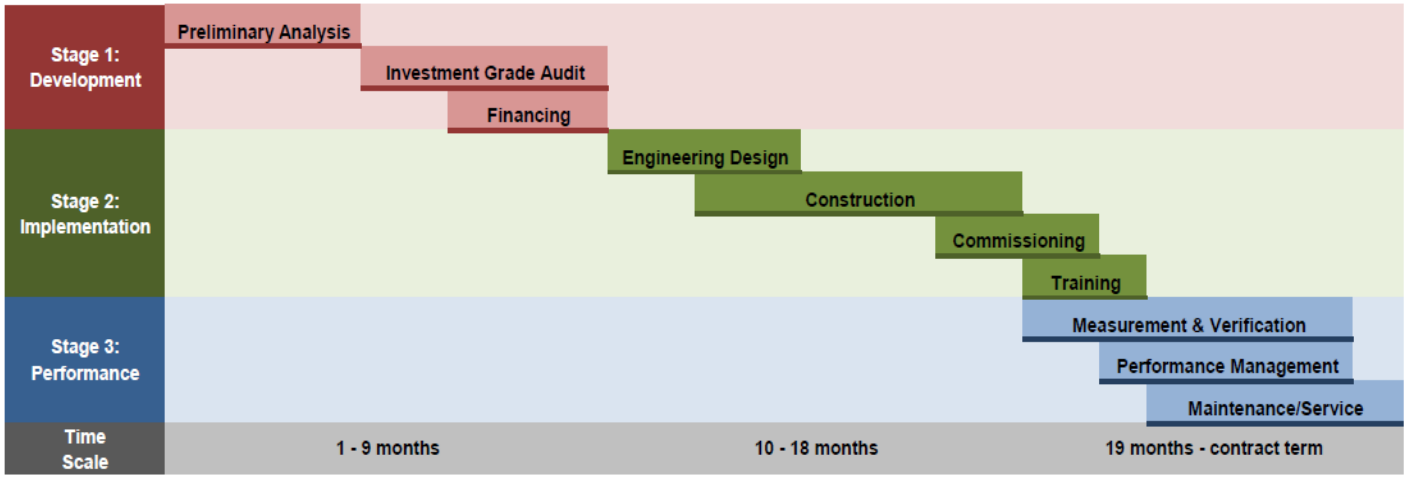
Consistent with Florida Statute 489.145, Honeywell will provide a guarantee that all annual cost savings will meet or exceed the amortized cost of energy, water, and wastewater efficiency and conservation measures.

The key components of our energy performance contracting approach include: having a clear and shared understanding with each client of their short and long term needs, goals and expectations with respect to utilities, facilities and infrastructure; identifying how we can address these needs in a manner that is consistent with the client's management philosophy, governing statutes and best business practices for a design-build initiative that will deliver guaranteed outcomes; always having clear and open communication and collaboration with all of the client's key stakeholders; and maintaining a clear and well articulated documentation package during the project development, energy audit, construction, commissioning and ongoing service and support phases. This ensures that both the current and future participants and reviewers will have a clear understanding of what we have done.

We believe our leadership in the industry is about flawless execution and delivering on commitments. It is about being relentless in listening to your customers' needs.

Honeywell's typical phases for a Performance Contract project are outlined and described on the following page. Also included is a Time Scale of a typical energy performance contract.

STAGE 1: Development	◆ **Preliminary Analysis** ◆ **Investment Grade Audit** ◆ **Financing**
STAGE 2: Implementation	◆ **Engineering Design** ◆ **Construction** ◆ **Commissioning** ◆ **Training**
STAGE 3: Performance	◆ **Measurement and Verification (M&V)** ◆ **Performance Management** ◆ **Maintenance/Service – *optional***



STAGE 1: Development

Honeywell will assign an experienced solutions development engineer that focuses on managing the solutions development of the project. For this project, that engineer will be Robert Hartman, PE, CEM, LEED AP. Robert was the lead solutions engineer for both the City of Port St. Lucie ESPC Project as well as the Miami-Dade City ESPC project.

The following is a discussion of Honeywell's methods and approach to accomplishing the project requirements. Note: Each phase of Honeywell's work will be submitted to and approved by the City.

Preliminary Analysis

At the start of the process, Honeywell will conduct a preliminary assessment of the selected buildings. The purpose of the preliminary assessment is to gather evidence and confirm that an Energy Savings Performance Contract is viable and attainable. During this stage, the Honeywell team will work with the City to establish project goals and understand the challenges of each location. In addition, we will work with the City to establish the overall effort in terms of:

- Cost Savings that can be achieved
- Financial Term for the project
- Financial Paybacks (Florida Statues allow ESPC projects to have a maximum payback of 20 years)
- Improvements to the Quality and Safety of the Infrastructure
- Operating Parameters
- Environmental and Sustainability Objectives/Factors

Determine Project Baseline

Once the initial objectives and requirements have been established, The Honeywell Team will begin to establish energy and demand consumption baseline for each of the Parks. Facility information such as utility usage data (preferably 36 months) and rate structures, occupancy profiles, architectural and engineering as-built drawings, control sequences, and test and balance reports are collected and analyzed. Instantaneous measurements of motor loads, light levels are taken and recorded. Short-term data logging is performed to determine trends for lighting and equipment run times, as well as temperature and humidity levels.

In addition to the above, other activities are initiated for the development of additional ECM's.

- We review existing documents, e.g. drawings and specifications of buildings
- We request utility or sub-metered utility consumption data (minimum of 24 months is preferred)
- Identify utility metering or sub-metered points
- We initiate site investigations to inventory energy and water consuming systems
- We interview Building Operator(s), e.g. to determine occupancy patterns
- We Inventory energy and water consuming devices, such as:
  - Lighting Systems
  - Sports Lighting Infrastructure
  - Irrigation systems

  - Air distribution systems, e.g., air-handling units and fans
  - Cooling systems and plant equipment
  - Heating and domestic hot water systems and components
  - HVAC distribution systems, e.g. water pumps
  - Interior and exterior illumination systems, e.g. exit lighting
  - Office Equipment, e.g. personal computers
  - Kitchen appliances
  - Miscellaneous equipment, e.g. space heaters
  - Process equipment, e.g., fume hoods
  - Domestic water consuming devices, e.g. sinks; dishwashers
  - Process water consuming equipment, e.g. “once-through” condensers
- Measure Actual Energy Use for representative equipment and uses
  - We perform trend-logging with building control system, if available
  - We deploy portable electronic data loggers for electric equipment
  - We deploy temperature data loggers, use logged data to confirm calculated baseline results
- Energy End-use allocation for all utilities
- Allocate total annual electrical energy cost by end use type, e.g. Illumination systems, HVAC electrical, cooling, etc.
  - Allocate total annual water energy cost by end use type, e.g. Domestic, cooling, irrigation etc.
  - Allocate total annual carbon emissions by end use type, e.g. Space heating, lighting etc.

With all of this information collected, a computer energy model for buildings within the scope can be constructed to assimilate the energy performance of the building during each hour of a typical 8,760-hour year. Ideally, whenever reliable utility consumption data for the building exists, this model is then calibrated against that utility data to ensure that the model accurately represents the existing conditions. Once we have a calibrated energy model of the building, we can then use that model to predict the energy performance of a variety of potential energy conservation measures that could be implemented. The theory is, once a model is constructed that demonstrates that it can “recreate the past,” in terms of energy performance, then it is reasonable to assume that that same model can be used to “predict the future.”

Utility Rate Structure Analysis

The ESCO must provide examples where they have reviewed applicable FPL utility rate structure applied at each facility as part of an investment grade review.

As part of Honeywell’s Investment Grade Energy Audit, we will perform a detailed baseline utility analysis. Part of this analysis will include an identification of all the applicable FPL rates per building or facility and a review of how each of City of Fort Lauderdale’s facilities is billed per the current rates.

Honeywell will obtain three years of billing data from FPL. Charts included on the following pages show excerpts of utility analyses for two recent projects. (Miami-Dade County and the City of Port St. Lucie, Fl)

The existing FP&L electric rate structures play a role in obtainable savings associated with consumption verses demand charge savings. One example is demonstrated with outdoor sports lighting which is a

high energy consumer. There are four rate structures from FP&L that come in to play as described below.

Rate Code	Rate Number	Description
OS-2	19	Old Closed Outdoor Sports Lighting Rate - Low Consumption Charges Only - Limits Energy Cost Savings
GS-1	68	General Service Consumption Only Rate - Limits Energy Cost Savings
GSD-1	72	General Service Demand Rate - Good Energy Cost Savings Potential
GSD w/SDTR	270	Seasonal Demand Time of Use Sports Lighting Rate - Moderate Energy Cost Savings Potential

Park Athletic Fields that are currently on rates 19 and 68 are not being charged for demand. Since a large portion of attainable savings is associated with a demand reduction, the paybacks for these parks are negatively impacted. Parks that are on rate 270 have a seasonally adjusted demand charge and still have a demand charge savings reduction potential. Parks that are currently on rate 72 have a high demand charge and have the most savings potential with the ECM's demand reduction. During our audit we will perform a rate analysis on the athletic fields and we will assist the city with shifting these fields to the more favorable rate 270.

Miami Dade Parks
Electric Utility Baseline
November 2011 to October 2012

						Electric							
Site #	Site Name	Address	Electric account	FPL rate code	Actual kW	Billed kW	kW Cost	kW rate	Ann. kWh	kWh cost	kWh rate	Total cost	Blended $/kWh
8	GWEN CHERRY PARK & POO	7090 NW 22 AVE											
		7090 NW 22ND AVE # HL	8525197136	72		1,612	$ 10,478.00	$ 6.50	470,640	34,023	$ 0.072	$ 44,501	$ 0.095
		2501 NW 71ST ST	5885985704	19		141	$ 916.50	$ 6.50	47,152	3,511	$ 0.074	$ 4,427	$ 0.094
		2591 NW 71ST ST	5886983732	72	863				66,183	4,427	$ 0.067	$ 4,427.00	$ 0.067
		2575 NW 71ST ST #SEWAGEPUMP	5967549154	68					38	63	$ 1.654	$ 62.87	$ 1.654
	Total	GWEN CHERRY PARK & POOL			863	1,753	$ 11,394.50	$ 6.50	584,013	$ 42,022.92	$ 0.072	$ 53,417.42	$ 0.091
9	DEERING ESTATE	16701 SW 72 AVE											
		16701 SW 72ND AVE #DEERING	895192466	72		1,226	$ 7,969.00	$ 6.50	599,160	39,766	$ 0.066	$ 47,735.21	$ 0.080
		16701 SW 72ND AVE	4618807020	68	136				52,055	5,396	$ 0.104	$ 5,396.22	$ 0.104
		16701 SW 72ND AVE #ST LTS	7829081004	87					4,752	642	$ 0.135	$ 642.48	$ 0.135
		16480 SW 72ND AVE # OL	7937599053	11					492	108	$ 0.220	$ 108.36	$ 0.220
	Total	DEERING ESTATE			136	1,226	$ 7,969.00	$ 6.50	656,459	45,913	$ 0.070	$ 53,882.27	$ 0.082
10	GOULDS PARK	11350 SW 216 ST											
		11350 SW 216TH ST	4145518140	72		1,382	$ 8,983.00	$ 6.50	585,480	39,883	$ 0.068	$ 48,865.66	$ 0.083
		21805 SW 114 AVE #REC HALL	6401078909	72		1,540	$ 10,010.00	$ 6.50	102,780	12,594	$ 0.123	$ 22,604.16	$ 0.220
		21805 SW 114TH AVE #LIGHTS	1719388280	72		1,436	$ 9,334.00	$ 6.50	60,331	9,702	$ 0.161	$ 19,035.97	$ 0.316
		11350 SW 216TH ST # LIGHTS	7418450313	72		623	$ 4,049.50	$ 6.50	55,181	6,003	$ 0.109	$ 10,052.19	$ 0.182
		21840 SW 114 AVE #POOL	5498076974	72		371	$ 2,411.50	$ 6.50	71,700	5,922	$ 0.083	$ 8,333.04	$ 0.116
		12275 SW 219 ST #PARK LTS	8789476200	68					3,114	361	$ 0.116	$ 361.26	$ 0.116
		S DIXIE HWY & 227 ST	9431078998	11					-	-		$ -	
		21805 SW 114 AVE #PMP HSE	6402076936	68					3,842	471	$ 0.122	$ 470.56	$ 0.122
		12275 SW 220 ST #PARK LTS	2091443453	68					-	-		$ -	
		22651 DIXIE HWY #OL	454584103	11					-	-		$ -	
		21805 SW 114TH AVE #SCOREBOARD	8538816284	68					832	174	$ 0.209	$ 173.82	$ 0.209
	Total	GOULDS PARK			-	5,352	$ 34,788.00	$ 6.50	883,260	75,109	$ 0.085	$ 109,896.66	$ 0.124
11	CONTINENTAL PARK	SW 82 AVE & SW 100TH ST											
		11001 SW 80 ST	9518365474	72		2,957	$ 19,220.50	$ 6.50	271,200	28,224	$ 0.104	$ 47,444.92	$ 0.175
		10100 SW 82ND AVE	8435663284	72		229	$ 1,488.50	$ 6.50	67,014	5,024	$ 0.075	$ 6,512.66	$ 0.097
		10051 SW 82ND AVE	672236452	11					6,211	652	$ 0.105	$ 652.34	$ 0.105
		8150 SW 100 ST	9536965123	11					31,760	4,618	$ 0.145	$ 4,618.31	$ 0.145
		10095 SW 82ND AVE	9530962175	11					25,896	2,726	$ 0.105	$ 2,726.09	$ 0.105
	Total	CONTINENTAL PARK				3,186	$ 20,709.00	$ 6.50	402,081	41,245	$ 0.103	$ 61,954.32	$ 0.154

FIGURE 1: This chart is a portion of the baseline analysis for Miami Dade County. Note that for each facility accounts and FPL rate structures are identified. Demand, Consumption, and associated costs and a total blended rate are analyzed.

Port St Lucie FEMA Building Inventory

Honeywell Site Number	Location Name	Address No .	Street Name	No. stories	Total Area Sq. Ft.	Yr Blt	Hours of Occupancy	FP&L Rate Structure
1	New City Hall (sprinklered) Building A	121	SW PSL BLVD (Corner Airoso & PSL Bvd)	3	73860	1999	Mon -Fri 7 am to 5pm	GSD-1
1	City Hall Building B	121	SW PSL BLVD (Corner Airoso & PSL Bvd)	2	37328	2005	Mon -Fri 8 am to 5pm	GSD-1
1	Police Department Building C	121	SW PSL BLVD (Corner Airoso & PSL Bvd)	3	44,018	1991	24/7	HLFT-1
1	Police Evidence Bldg.	121	SW PSL BLVD (Corner Airoso & PSL Bvd)	1	9540	2009	Mon -Fri 8 am to 5pm (HVAC runs 5am - 8pm 7 days/week)	GSD-1
2	Sportman's Park West	220	NW. Irving Street	1	5,505	1985 - 2003		OS2 & GSD with SDTR
3	Parks & Recreation	400	SW Ravenswood Lane	1	5,726	1985	abandoned	GS1 & OL-1
4	Sportman's Park	201	Prima Vista Blvd.	1	10,021	1975-2000		OS2
5	Lyngate Park	1301	SE Lyngate Drive	1	9380	1979-2005		OS2
6a	Public Works	450	Thornhill Drive	1	4,400	1987	Mon -Fri 8 am to 5pm	GSD with SDTR
6b	Public Works	450	Thornhill Drive	1	14,400	1998		GSD with SDTR
6c	Public Works	450	Thornhill Drive	1	2,400	1982		GSD with SDTR
6d	Public Works	450	Thornhill Drive	1	4,800	1998		GSD with SDTR
6	Public Works	450	Thornhill Drive	1	3,450	2003	Mon -Fri 8 am to 5pm	GSD with SDTR
6	Public Works	450	Thornhill Drive	1	200	2003		GSD with SDTR
6e	Public Works	450	Thornhill Drive	1	1104	2006	Mon -Fri 8 am to 5pm	GSD with SDTR
7	Swan Park	700	SW Carmelite St.	1	2327	1987-2003		GSD with SDTR & OL-1 & GSD-1
8	Veteran's Park at Rivergate	2203	SE Midport Rd.	1	3234	1983		OL-1 & GS-1
9	Rotary Park	2101	SE Tiffany Avenue	1	1,619	1986		GSD-1
10	Jaycee Park	1301	SW Bayshore Blvd. (Corner Bayshore &	1	3,512	1987-1995		GS-1

FIGURE 2: This chart is a portion of the baseline analysis for Port St. Lucie. Note that for each facility FPL rate structures are identified.

Develop a List of Potential Energy Conservation Measures (ECMs)

During this stage the project begins to take form as the areas for improvement are validated and potential ECM's are introduced. Some of the activities include:

- Identify ECMs and their energy savings potential
  - Identify ECMs that represent the most favorable payback
  - Identify load reduction energy saving strategies by looking at unoccupied zone temperature set point reset, demand ventilation; envelope improvements
  - Identify operation hour energy saving strategies, e.g. proper operating schedules for HVAC equipment to match the needs of building occupants and loads;
  - Identify energy efficient equipment replacements, e.g., condensing units
- Qualify ECMs with preliminary cost estimates
  - Utility historical or "rule of thumb" costs to value of ECM's
- Rank ECMs by simple payback or another means of comparison
  - Identify utility incentive payments
  - Identify grants, state aid programs or applicable renewable energy solutions that could benefit via a power purchase agreement (PPA) or other available applications
  - Include carbon emissions reduction potential
- Develop project alternatives consistent with financial and operational parameters, (ROI Criteria/Infrastructure Needs)
  - What ECMs can be included in a 10 year financing term, 15 year term, etc.
  - Review Capital Improvement project needs/ opportunities

Development of Investment Grade Audit (IGA)

With a list of potential ECM's defined, meetings with City personnel are necessary to define the audit project scope. At this point the process includes:

1. Continuing to educate & interview key stakeholders
2. Gather meaningful data from every decision maker and key influencer. All required financial, technical and operational goals are clearly articulated, achievable and measurable, with mutual agreement on the metrics required for project success.
3. Developing detailed inventory in the following areas
   a. Energy consuming mechanical and electrical equipment and systems
   b. Current use/needs vs. methods of operation
   c. Assessment of operations and maintenance procedures
   d. Cost of operations/maintenance/repairs
4. Submitting and reviewing with the City final ECM savings analysis
5. Submitting and reviewing with the City final ECM cost analysis
6. Submitting and reviewing with the City final scope and financial analysis
7. Reviewing the information with appropriate decision makers and stakeholders & fine tuning accordingly.
8. Preparation and presentation of the final audit deliverable document to the appropriate decision-makers and stakeholders. Develop alignment around subsequent activities.

Once the customer has selected the desired ECMs, Honeywell will then further develop these ECMs costs and savings with in-house expertise and use of subcontractors. The solution development engineer and Honeywell project manager will coordinate scopes of work, development and pricing with subcontractors. Once subcontractors are selected, the project manager and the solutions development engineer will oversee any engineering or design work undertaken by the subcontractor(s).

Occasionally we utilize the services of outside consultants and subcontractors for professional engineering design and certification and construction of energy and facility related improvements. A State licensed professional engineering firm may be hired to supplement these capabilities and assist with the permitting and certification requirements. We also engage subcontractors where expertise on a proprietary system or specialized ECM is desired or required.

Because of our commitment and dedication to providing our customers the highest quality services and products possible, all engineering and design work is reviewed and approved internally through our estimate and risk review processes to ensure consistent, high quality performance. We are vendor-neutral when engaging in energy savings performance contracts, with solutions ultimately derived from ***customer preference*** and our own experience with similar projects and customers. Our process allows us to work with a wide variety of specialists, manufacturers and consultants and contractors without being positioned with a single vendor's solution.

Operational Savings

Many of our customers often ask for our philosophy behind operational savings. In most of our projects, energy-related cost savings can result from avoided expenditures for operations, maintenance, equipment repair, or equipment replacement due to an energy performance contract. This includes capital funds for projects (e.g., equipment replacement) that, because of the energy project, will not be necessary. Sources of energy-related savings include:

- Avoided current or planned capital expense
- Transfer of responsibility for O&M of equipment repair and replacement to Honeywell under a service contract that results in savings
- Avoided renovation, renewal, or repair costs as a result of replacing old and unreliable equipment

Infrastructure improvements typically result in a subsequent reduction in O&M costs. The general rule to follow is that any savings claimed from O&M activities must result in a real decrease in expenditures. O&M budget baselines should not be based on what the City should be spending for proper O&M. Baseline expenditures must be based on what the City is spending. Honeywell typically only considers material and outside services costs when making a projection but some customers acknowledge and choose to include the cost of their internal labor as well. The City's O&M expenditures after implementation should decrease for savings to be considered real.

Honeywell uses a variety of methods to project what the resultant savings will be but ultimately it is the City, who has to agree that the projected savings are realistic. Operational and maintenance reductions are typically projected based on: recent history of actual customer incurred costs, industry accepted data such as ASHRAE, future projections of customer incurred costs possibly included avoided cost of replacement (amortized), or actual calculations based on known material life and replacement costs.

Open-Book Pricing

Our ability and willingness to provide open book pricing for your project is best illustrated by the work we have done for the various State, Local and Federal Government agencies. Honeywell provides more performance contracting services to the U.S. Federal Government, which requires open book pricing on all projects, than any other ESCO and we will apply that same open pricing for the Town of Tolland.

It has been our practice to provide open book pricing to our performance contracting customers. Our estimating method breaks out the major portions of a project, itemizing each cost for easy determination of price. We routinely share our labor and equipment estimates, as well as major subcontractor quotes and pricing details, with our clients. This allows us to provide equipment options from a wide variety of manufacturers without bias for or against one brand or manufacturer over another; it is your choice and decision.

Project costs are determined using a bottom-up method, identifying all items directly attributable to the project. Firm subcontract and material/equipment supplier quotes are added to our estimates for direct in-house labor and expense costs. These costs are then subtotaled and multiplied by the associated mark-up percentages to obtain the “pre-fee” total price of the project. Agreed to fees are then added to this amount to establish the owner’s total project cost.

Financing

Honeywell’s Global Financing Group exists solely to assist Honeywell’s Customers find project specific financing. HGF’s objective is to support the sale of Honeywell solutions by finding creative financing options that best meet the needs of the customer. When financing is required, HGF works closely with you and your Honeywell project team, to gain a detailed understanding of the project and obtain a financial solution that best meets the project’s unique cash flow and structuring needs.

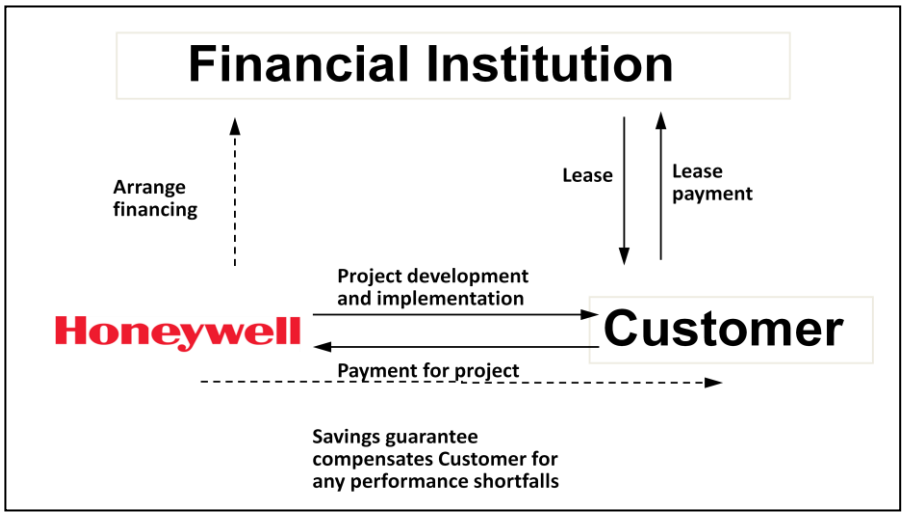
HGF has dedicated finance personnel who understand the financing market and are able to find some of the lowest finance rates in the industry, thereby increasing the amount of available cash flow to pay for your energy conservation measures. HGF has many relationships with financing companies that will provide financing to our Customers. Outlined below are several innovative financing options that may apply to your project.

Financing Options

Tax-exempt Lease - The tax-exempt lease is the most common form of financing for Energy projects. Tax-exempt leasing is a tool that meets the basic objectives of debt, spreading the cost of financing over the life of an asset. Some advantages to using a tax exempt Lease-Purchase Agreement to finance your project are:

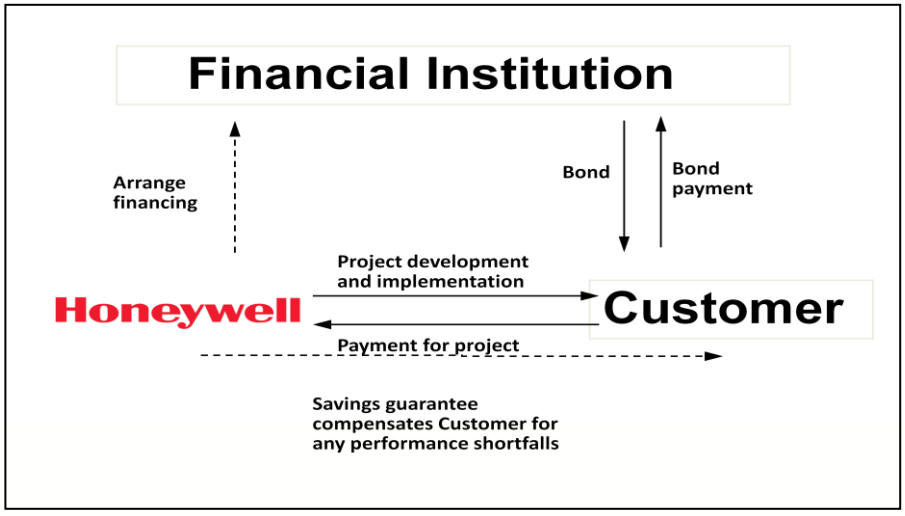
- Avoiding constitutional or statutory limitations on issuing public debt. If structured properly, the tax-exempt lease will not be considered debt for state law purposes and may include standard non-appropriation language.
- Lower, fixed tax exempt rates for the life of the financing
- Flexible payments, term of financing, and contract terms
- Acquisition of essential use property without creating debt.

- May be treated as an expense item in your annual budget rather than a capital acquisition.
- Can often avoid voter approval process
- Payments can be delayed until project construction is complete.
- Savings are guaranteed by Honeywell thus the lending institution may offer even lower rates.



Bonding – Bonding is usually the second most common form of financing for Energy projects. Some advantages and disadvantages to using a bond to finance your project are:

- Voter approval is often required as this is usually considered debt.
- Low, fixed tax exempt rates for the life of the financing.
- Higher costs of issuance may offset lower rates.
- Longer transaction cycles
- May encumber debt capacity needed for other borrowing needs.
- Flexible payments, term of financing, and contract terms
- Longer financing terms can be accommodated.
- Payments can be delayed until project construction is complete.

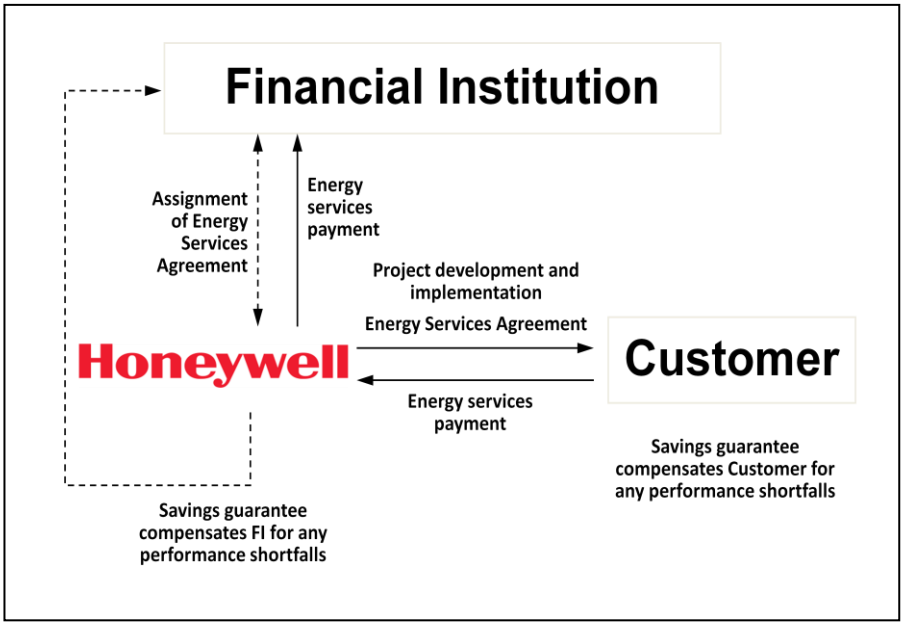


Energy Savings Agreements – While the cost may be slightly higher using alternative structures, Honeywell customers are sometimes reluctant to borrow money to finance their project via traditional borrowing means. Honeywell, together with our financing partners, offers an arrangement called an Energy Savings Agreement that may, if approved by your auditors, be treated as "off balance sheet".

The Energy Savings Agreement program is beneficial to the Customer in many ways. Rather than borrowing money in a traditional sense, you would fund the project directly through Honeywell and our financing partner(s). As with traditional financing, you would also not make a payment until the project is completed. Once the project construction is completed, you would begin to pay for the measures over time throughout the performance guarantee period. Your obligation to pay is based upon Honeywell's delivery of the guaranteed savings. If we do not perform and deliver the savings promised in your contract, you are able to withhold your payment.

Some important points of a Honeywell Energy Savings Agreement are:

- Your payments are directly tied to the savings that are generated by the project and verified by a measurement and verification report (the "M&V" report) provided by Honeywell.
- Customer makes the agreed upon payment due. Should the savings be greater than anticipated, you keep the excess.
- If savings fall below the guaranteed level, you pay only for the amount of savings realized. Honeywell makes up the difference. Because of this structure you avoid an unconditional debt obligation. While you should check with your accountant and bank, this structure can often help you to avoid triggering debt covenants.



Grants

Honeywell International Inc. can assist our customers in research, writing and reviewing grant applications for our customers through extensive experience and resources in business incentives that target government relations disciplines.

The Business Incentives team is a function of the Global Government Relations (GR) department, headquartered in Washington, DC. The alignment with GR gives the team access to leverage the strong relationships and expertise that the Honeywell Global Government Relations team has built with lobbyists, national and international government representative, Senators, Congressmen, Governors and Mayors. Honeywell's Business Incentives team utilizes the tenured experience of its staff to leverage extensive grant knowledge on a Federal, State and Local level.

We can assist in the grant acquisition process by providing research and full application development on Federal, State and Local levels. Our research includes using various resources such as email updates from Fed Connect, Bid Sync and Grants.gov. Additionally, we receive RSS Feeds from a myriad of funding sources; these include the Department of Energy, The Department of Energy Efficiency and Renewable Energy and the Environmental Protection Agency. The Business Incentives team can assist the customer with writing grant applications, if permissible by law or research and review of proposed applications.

The service of the grant writing team is provided on a partnership basis, with our customers, to collaboratively research and develop the tools, as well as the grant applications, necessary to support success in an ever-changing landscape of grant program management, on a federal and local basis. Honeywell provides these services to our customers at **no charge**. This allows us to assist our customers in funding projects that they may not have been able to implement. As an example Honeywell has recently uncovered opportunities to work with private/public partnerships that support the media engagement of sustainability efforts in a local educational or local government project to obtain additional grant funded resources that support gap funding for implementation of longer term energy conservation and renewable energy measures.
Another example that has provided significant value to our customers is the success in defining ARRA grant fund applications across a wide cross section of agencies including the EECBG grants that have provided millions of dollars of leveraged economic benefit to directly address customer requirements and enhance the return on every dollar invested in infrastructure renewal efforts

What is the value to our customers? It includes the ability to identify funds not readily apparent in the open market as well as tax advantaged financing options to offset costs on current projects. This powerful combination may include not only grants but loans and tax-credits. We provide resources that our customers may not have the bandwidth, experience or personnel to dedicate to this vital part of the project development process.

ESCO should provide examples of how costs are recovered or charged for initial energy audits

Honeywell policy is not to charge for the Investment Grade Audit up front. Rather our approach is to include the costs of the Audit in the price of the project at the time of final contract signing. These costs

will be fully disclosed through our "open-book" pricing model. Audit costs can vary depending on a number of factors. Some of the factors include: What is the probability that a Performance contract can be implemented? Is there any associated risk? What is the quantity of facilities to be audited? Are the buildings complex in nature? What is the total square footage? Does the audit require the services of third-party design and engineering firms? All of these factors are taken into consideration when determining the overall cost.

After contract award we will sit with the City to determine an appropriate and reasonable cost for performing the Investment Grade Audit. Unless otherwise directed we will use a cost per square foot methodology to determine the cost of the audit. Typically our projects range anywhere from $0.05 - $0.20 per sq. ft depending on selected scope and factors previously mentioned.

STAGE 2: Implementation

Engineering Design

Honeywell has a long-standing history of developing comprehensive audits and transitioning those audits into workable designs for Energy Conservation Measures (ECMs). Honeywell maintains a dedicated staff of energy professionals and, when necessary, draws from 3rd party sources in order to supplement these resources. Included in Honeywell's resource pool are professional engineers, energy analysts, modeling experts, operations and maintenance personnel, commodity and tariff management professionals, as well as a dedicated management team focusing solely on the energy sector. Examples of this expertise can be seen from our experience in the Department of Energy Super Energy Services Performance Contracting program, the Department of Defense 46 States program, and with numerous institutional and private entities.

Design is delivered almost exclusively with internal Honeywell resources. This approach allows Honeywell to most effectively deliver the results identified, in the final audit report. Furthermore, specific control and accountability is achieved through this approach. On occasion, Honeywell will retain outside design professional services in situations covering technologies outside of our developed skill set. Additionally, Honeywell and the client may have a need to include certain professionals that have experience with specific aspects of a site, and will therefore, be considered for inclusion as a team member.

Construction

The construction phase of a performance contract requires careful planning and coordination with City personnel and building owners to minimize disruption to the City's activities, events or normal building activities. The primary person responsible for this phase is the same Honeywell Project Manager that was involved in the project development phase. For this project, the person assigned to this task is Mr. Stewart Zaritsky. Mr. Zaritsky was the project manager for the Port St. Lucie, City of Tallahassee and City of Clearwater projects among others. Mr. Zaritsky will ensure continuity for the owner and will optimize the likelihood of owner satisfaction after completion and acceptance of construction related activities by Honeywell and our subs and suppliers.

The Honeywell Project Manager for each project/owner has four (4) key areas that he/she manages:

1. Pre-Construction

a. Owner review and approval of proposed subcontractors and suppliers
b. Refinement of the construction plan, with owner and subcontractor input using a tool such as Microsoft Project
c. Specification of equipment for purchase
d. Issuing of subcontracts
e. Securing necessary permits and approvals

2. Construction
   a. Regular owner and subcontractor meetings
   b. Actual construction activities
   c. Management of safety and quality control initiatives related to the project
   d. Owner training will occur during the construction period to ensure that they are ready to accept responsibility for operations after each Energy Conservation Measure (ECM) is complete.
3. Commissioning
   a. Activities necessary on an ECM-by-ECM basis to validate that the measures are delivering the guaranteed outcomes, in terms of functional and technical operation, as well as energy efficiency.
   b. Hand-off to the party/parties that will be responsible for on-going O&M
4. Owner Acceptance

Commissioning

Honeywell's superior experience with commissioning of complex mechanical systems and controls will ensure that the new or upgraded systems will interact effectively. The team also has extensive experience with re-commissioning of existing mechanical and controls systems, for a wide range of clients. The benefit of our commissioning and re-commissioning experience to the City include:

- Optimization of the building systems in the form of extensive initial documentation, training of start-up personnel and making available our on-going training program to the City's personnel.
- Commissioning and Quality Control requires working close resulting in on-time and on-budget turnover to the City with minimal disruption to existing operating schedules.

Honeywell develops a detailed, well thought-out commissioning plan that is implemented on all projects to ensure that the systems are performing to design specification and efficiency.

Training

Customized training programs are available to all of our customers and include both site and classroom training. During the design phase of the project, Honeywell will work with the City to develop a customized ongoing training program to meet the requirements of your managed properties.

STAGE 3: Performance

Measurement & Verification (M&V)

Honeywell provides the complete monitoring and verification services in-house by following the guidelines of the widely adopted International Performance Measurement and Verification Protocol (IPMVP). As one of the largest energy services companies globally, M&V is a critical component of Honeywell's ability to successfully guarantee major energy retrofit projects. Honeywell's M&V engineers utilize state-of-the art

monitoring equipment and are experts in the industry standard M&V protocols. Through their early involvement in a project, Honeywell's M&V engineers identify the best methodologies for meeting the customer's needs to verify savings at minimum cost. Honeywell's M&V engineers are active in all project phases and become the primary customer interface after construction is complete and throughout the project's performance (guarantee) period.

Listed below are the steps that Honeywell takes with our client to develop an M&V Plan that meets our client's need for assurance that the savings will be accurately measured:

1. Meet with client's team and present M&V options for typical ECMs that will be applicable to the project. This will be scheduled at the beginning of the detailed energy study.
2. Develop a draft M&V Plan based on the outcome of the M&V presentation and deliver to the client for review.
3. After client reviews the draft plan, Honeywell meets again with client to address questions and concerns.
4. Plan is then modified to reflect issues brought up in the review meeting.
5. Perform pre-installation (baseline) measurements as directed in the M&V Plan.
6. The final M&V Plan becomes an exhibit in the energy savings performance contract along with the pre-installation measurements.
7. Upon completion of the ECM installation, commissioning and training, post-installation measurements are taken in accordance with the M&V Plan.
8. Monthly and/or annual M&V Reports are prepared according to the Plan

General Approach to M&V

Energy and water savings are determined by comparing the energy and water use associated with a facility or certain systems within a facility before and after the installation of an ECM or other measure. The "before" case is the baseline. The "after" case is the post-installation or performance period. Baseline and post-installation energy use measurements or estimates that can be constructed using the methods associated with M&V options A, B, C, and D, as described in the IPMVP. The challenge of M&V is to balance M&V costs, accuracy, and repeatability with the value of the ECM(s) or systems being evaluated, and to increase the potential for greater savings by careful monitoring and reporting.

M&V Options

The IPMVP guidelines classify the M&V procedures into four categories, Options A, B, C and D. As shown in the table below, these options differ in their approach to the level of complexity of the M&V procedures.

M&V Option	Performance Verification Techniques
Option A Verifying that the measure has the potential to perform and to generate savings.	Engineering calculations before and after installation spot measurements and use of EMS data points with stipulated values.

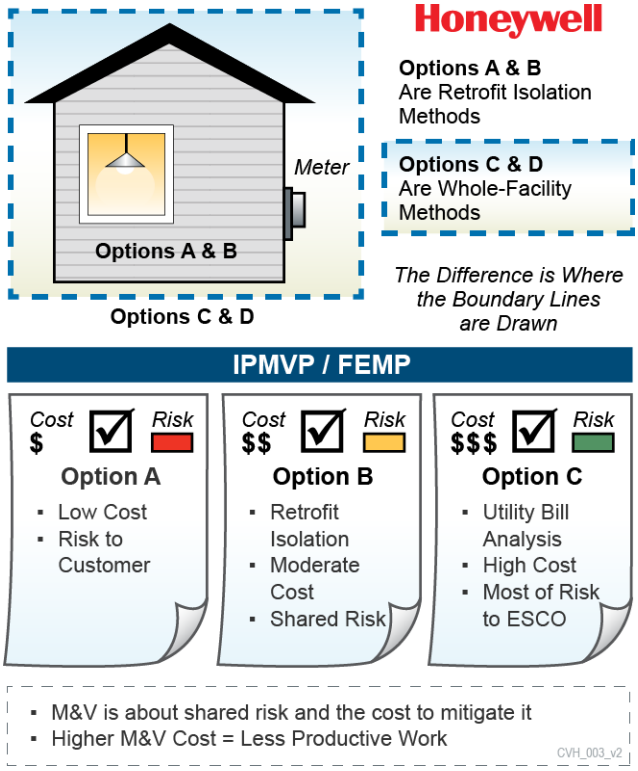
M&V Option	Performance Verification Techniques
Option B Verifying that the measure has the potential to perform and verifying actual performance by end use.	Engineering calculations with metering and monitoring strategy throughout term of the contract
Option C Verifying that the measure has the potential to perform and verifying actual performance (whole building analysis.)	Utility meter billing analysis-using techniques from simple comparison to multivariable regression analysis.
Option D Verifying actual performance and savings through simulation of facility components and/or the whole facility	Calibrated energy simulation/modeling; calibrated with hourly or monthly utility billing data and/or end-use metering.

Option A is appropriate for ECMs that have energy use that can be readily quantified, such as the use of high efficiency lighting fixtures, high efficiency constant speed motors, and other standard engineering calculations.

Option B is appropriate for ECMs that require periodic or on-going measurements to quantify energy use; such as the use of variable frequency drives on pump or fan motors.

Option C is used for ECMs for which the energy use or energy savings cannot be measured directly, such as building envelope modifications. Option C is based on the use of utility meters to quantify building energy use.

Option D is used for ECMs for which the energy use or energy savings cannot be measured directly, or savings for individual ECMs are heavily interdependent. Calibrated building simulation is used to separate the energy savings attributable to each ECM.



In general,

ECM Energy Savings = Baseline Energy Use - Post-Installation Energy Use

And

Energy Cost savings ($) = Total Energy Savings x Contractual Energy Rates

Exceptions to this simple equation are as follows:

Projects where an on/off M&V method is used. For example, after a new energy management system is installed, control features are turned off for a set period of time to recreate baseline conditions. Thus, savings are determined after installation by comparing energy use with and without the control features activated.

Since energy use at a facility is rarely, if ever, constant, another way to define M&V is as a comparison of a facility's post-installation energy use with its usage, if the ECM or system had not been installed. This takes into account situations in which baseline energy use must be adjusted to account for changing conditions, such as changes in facility operation, occupancy, or use or external factors such as weather.

ESCO should provide examples of methodology for tracking and verifying energy/water/cost savings.

Following is an example of an M&V plan that was created for tracking and verifying energy and water savings costs.

Energy Conservation Measure (ECM)	M&V Option	Data Points for Baseline, Savings Calculations, and M&V
Sports Lighting Upgrades and Controls	A	Baseline fixture power draws, fixture count, baseline and proposed run hours, proposed fixture power draws, fixture demand diversity factors, and utility rate structures.
Building Lighting System Upgrades	A	Baseline fixture power draws, fixture count, baseline and proposed run hours, proposed fixture power draws, fixture demand diversity factors, building details including HVAC system types, efficiencies, and perimeter zone area, and utility rate structures.
Pedestrian and Parking Lot Lighting	A	Baseline fixture power draws, fixture count, baseline and proposed run hours, proposed fixture power draws, fixture demand diversity factors, and utility rate structures.
Controls System Upgrades*	A (buildings w/ prog Tstats only), B (buildings w/ controls strategies)	Baseline HVAC system operating hours and temperature setpoints, building details including floorplans, insulation levels, window and skylight sizes and types, HVAC system types, lighting and equipment power draws, heating and cooling system efficiencies, envelope infiltration rates; HVAC system details including fan motor sizes, supply and outdoor air flow rates, composite base year utility data for whole building model calibration, hours of occupancy, proposed "standards of comfort" including occupied and unoccupied temperatures, and utility rate structure.
HVAC Chiller Replacements	B	Baseline chiller efficiencies as field measured, supply and return temperatures, retrofitted chiller efficiencies and measured runtime, amps, and supply and return temperatures
HVAC Chilled Water Pumping Optimizations	B	Baseline pump motor horsepowers and efficiencies, supply and return temperatures, retrofitted pump motors horsepowers and efficiencies and measured runtime, amps, and supply and return temperatures
HVAC DX System Replacements	A	Baseline HVAC system operating hours and temperature setpoints, HVAC system types, heating and cooling system airflows and efficiencies, HVAC system details including fan motor sizes, supply and outdoor air flow rates
AHU VAV Conversions	B	Baseline motor horsepowers and efficiencies, retrofitted motors horsepowers and efficiencies and measured runtime and amps.
Domestic Solar water heater (marinas)	A	One-time measurement of post retrofit water production
Building Envelope Improvements	A	Visual Inspection, calculated infiltration rate, calculated thermal heat transfer coefficients for windows and roofs.
Water Conservation	A	Baseline Fixture Water Flows from Manufacturer's Data and Field Testing Sample
Energy Efficient Transformers	A	Baseline transformer efficiencies, transformer counts, retrofitted transformer efficiencies
Composting Facility	A	No measurement. Stipulated savings based on reduction of tipping fees and hauling to landfill costs
Paper Free Hand Dryers	A	No measurement.Stipulated savings based on current cost of paper towels

Post-Retrofit M&V Activities

There are two components associated with M&V of performance contract projects:

1. Verifying the potential of the ECM to generate savings also stated as confirming that the proper equipment/systems were installed, are performing to specification and have the potential to generate the predicted savings.
2. Determining/verify energy savings achieved by the installed ECM(s).

Verifying the Potential to Generate Savings

Verifying baseline and post-installation conditions involves inspections (or observations), spot measurements, and/or commissioning activities. Commissioning includes the following activities:

- Documentation of ECM or system design assumptions
- Documentation of the ECM or system design intent for use by contractors, agencies and operators
- Functional performance testing and documentation necessary for evaluating the ECM or system for acceptance
- Adjusting the ECM or system to meet actual needs within the capability of the system

Post-Installation Verification

Post-installation M&V verification will be conducted by both Honeywell and the City to ensure that the proper equipment/systems that were installed are operating correctly and have the potential to generate the predicted savings. Verification methods may include surveys, inspections, and/or spot or short-term metering.

Regular Interval Post-Installation Verification

At least annually, Honeywell will verify that the installed equipment/systems have been properly maintained, continue to operate correctly, and continue to have the potential to generate the predicted savings. A Savings report for all the installed ECMs will be submitted each year after the acceptance date of the work performed by Honeywell.

Computation of Energy Savings

After the ECMs are installed, energy and cost savings will be determined annually by Honeywell in accordance with an agreed-upon M&V approach, as defined in a project-specific M&V plan.

Construction/Interim Savings

Construction or Interim savings are usually measured by using the same methodology as described in the detail M&V plan for each ECM. The start and the completion time for each ECM must be agreed to between Honeywell and the City.

Electricity and thermal savings from the ECMs where no detailed long-term data is required to be collected will be stipulated and will be based on the starting and the final completion dates and verification of the operation of the ECMs. For other ECMs, where long-term data collection is required by the M&V plan, data will be used to calculate the savings using the same equations, as described in the detail plan. For example, to calculate electricity savings for the installation of a VFD, the kW is spot measured at a set speed for selected motors through a sampling plan. The measured kW is subtracted from the baseline kW to calculating the savings. Thermal savings are tied to the electrical savings in the manner described in the detail M&V plan. The results are extrapolated to cover all the VFDs installed by Honeywell.

The savings for each of the monitored VFD is calculated on an interval basis as follows:

$kW_{Saved} = (kW_{Base} – kW_{Spot\ Measured})$

kWh_{Saved} = Estimated operating hours during the interim period * kW_{Saved}

The total kWh savings is the sum of the kWh_{Saved} for all the installed VFDs.

Reconciliation of Savings

Florida Statue requires that the ESCO perform an annual savings reconciliation. One year after the commencement date of the ECMs, Honeywell will submit a report verifying and calculating the energy and cost savings for the first year. This report will be submitted for facility review and approval. The City will assist Honeywell in generating the savings reconciliation report, by providing Honeywell with copies of all bills pertaining to energy costs, in the applicable facilities included in the project work. For the remaining contract term, Honeywell will provide annual reports. These reports will include results of inspections of the installed equipment/systems, energy and cost savings, and recommendations to provide optimum energy performance. Data and calculations utilized by Honeywell in the preparation of its guarantee cost savings reconciliation report will be made available to the City, along with such explanations and clarifications, as you may request.

ESCO should provide examples of repayment schedules and structure if the guaranteed savings are not met in any given year

The approach that Honeywell utilizes in a Performance Contract includes two key components: a *performance guarantee* and *financial savings*. Honeywell guarantees The City of Fort Lauderdale that all installations and work performed are subject to final inspection and the City's acceptance. This procedure ensures all work will be to the level of quality the City expects.

Honeywell also guarantees it will meet the objectives mutually defined with the City. Honeywell takes its commitment to partner with the City for the life of the contract seriously, and looks forward to a successful, long-term partnership.

Honeywell considers the guarantee to be the cornerstone of our service to you. The basis of an energy performance contract is that the majority of risk is shifted from the City back to Honeywell. The strength of the Guarantee is only as good as the Company backing it and their financial solvency. With over $37 Billion in assets, Honeywell has the financial strength and background to support the City for the long term.

Savings Guarantee: With the understanding that the City must maintain fiscal health and accountability, Honeywell can financially guarantee the results of its programs and clearly support this obligation with the commitment to regular review of program results and reconciliation. **Honeywell's financial strength and stability give it the ability to extend a FIRST-PARTY GUARANTEE to the City of Fort Lauderdale. A first-party guarantee eliminates the risk on the City and places it directly onto Honeywell.** This differs from some other ESCO's, who provide a third-party guarantee, which insulates them from the owner through the use of insurance instruments.

If at the end of any year the program has not met or exceeded the guaranteed savings for that year, **Honeywell will refund the difference** between the guaranteed amount and what was actually saved.

For all equipment covered by the Energy Savings Guarantee, the City shall be responsible for on-going maintenance and component replacement, in accordance with manufacturer's standards. The customer will also be responsible for operating the equipment, in accordance with manufacturer's specifications.

Honeywell will develop savings methodologies that follow current industry practice, such as outlined by the Federal Energy Management Program's (FEMP) M&V Guidelines: Measurement and Verification for Federal Energy Projects. References to M&V protocols from the International Performance Measurement and Verification Protocol (IPMVP), ASHRAE Guideline 14 and the Air-Conditioning Refrigeration Institute (ARI) are used to further qualify the M&V plan.

Performance Management

Proper performance management and facility operations assures occupant comfort in buildings, assures productivity and quality within manufacturing area, and minimizes energy consumption. Honeywell has extensive experience and local resources to assist the City of Fort Lauderdale with ongoing buildings operations support. These services can include preventative maintenance, general technical and engineering support, remote monitoring and training.

Maintenance

Honeywell has a wide variety of customized maintenance programs available for HVAC, energy systems and specialty systems like fire and security, automation, APC, etc. A key component to a successful performance contracting project is developing a customized Operations & Maintenance (O&M) plan during the audit stage. A proper O&M plan will ensure the persistence of savings over the life of the project, while maximizing equipment performance and life cycle. Honeywell has the local in-house resource to support the City of Fort Lauderdale over the long term. This differentiates us from our competitors by providing the local in-house expertise to your O&M needs.

System Expertise

Honeywell's energy experts have expertise in a wide range of systems and technologies and can offer a broad range of services. We currently employ over 300 energy efficiency measures, continuously updating and adding to them as new technologies are developed. The list provided below is not intended to be all-inclusive, but merely presents a general overview of what we can offer to the City of Fort Lauderdale.

System and Technology Expertise		
Area of Expertise	**Relevant Experience**	
Lighting	• Auditing & Engineering • State-of-the Art Technology Retrofits	• Lighting Controls • Daylighting
Central Plants	• Chilled Water Plants • Utility Loop • Hot Water / Steam Plants • District Heating and Cooling • Chiller/Boiler Efficiency Retrofits	• Absorption Chillers • Cogeneration • Thermal Energy Storage (TES) • Gas-Turbine Driven Chillers

HVAC/R	• Air Distribution Retrofits • Heat Recovery • Variable Speed Drive Retrofits	• Electric Motor Retrofits • Refrigeration Systems • Retro-commissioning
Electrical Infrastructure	• Electrical Distribution Systems • Emergency Power Generators	• Power Factor Correction • Voltage Buy-Up (transformer upgrades)
Building Envelope	• Weatherization / Insulation	• Window and Door Retrofits
Controls / Automation	• Energy Management System Upgrades • DDC / Pneumatic Controls	• Energy Metering • LONworks, BACnet & Other Protocols
Water Conservation	• Low-Flow Fixture Retrofits	• Swimming Pool Covers
Renewable or Alternative Energy	• Solar Thermal • Geothermal • Wind	• Photovoltaic • Biomass • ORC Low grade heat recovery
Manufacturing Plants	• Advanced Process Controls • DCS / Automation • Energy Real-Time Dashboards • Steam System Optimization • Power Management	• Fired Heater Controls and Burners • Model Analysis/PINCH Technology • Distillation Control

ESCO must provide information on your firm's current workload and how this project will fit into your workload.

The Project Team has been selected to ensure that we can accommodate the full workload associated with this project, assuring timely completion of all tasks. A specialist in each field will support various aspects of the program. While not all members of the Project Team will be required for each project component, they will be called upon as needed during project development and implementation. Additionally, other individuals with specific expertise throughout our organization can be leveraged if necessary to guarantee success. We employ over 550 experienced full-time staff dedicated to the engineering, design, construction management, installation, operations, finance, and guarantee of energy projects. Included among these personnel are more than 40 business development professionals, over 100 project managers, and more than 120 engineers.

At this time the Design & Engineering project team that is selected for this project has just completed the Miami-Dade County project and is looking for its next assignment. The integration of this project into our workload will require minimal effort from our organization. We are ready to begin immediately.

Describe available facilities, technological capabilities and other available resources you offer for the project.

Honeywell provides a number of additional services and resources that allow our customer to optimize their operations. The following is a summary of those services and technological capabilities.

Service and Training

A Comprehensive Portfolio, a Customized Approach

Honeywell offers a uniquely comprehensive portfolio of services – one of the most extensive in the industry. At the same time, our services are modular and contracts are flexible. You get customized service and support based on your unique business requirements, building systems, staffing and budget.

Honeywell strongly believes that the long-term success of any conservation program is equally dependent upon the appropriate application of energy savings technologies, as well as solid fundamental maintenance and support. One of the primary contributors to energy waste and premature physical plant deterioration is the lack of operations, personnel training and equipment maintenance.

Honeywell's experience and expertise will enable us to design a comprehensive service plan for the City of Fort Lauderdale's maintenance staff. We are committed to providing you the resources to train and support the success of the agreed upon preventive maintenance and performance management plan. We will work together with your internal team and existing contractors to provide the highest level of preventative maintenance services that best fit your partnership.

Honeywell has the ability to include, as an integral element of a program for comprehensive energy management services, a number of maintenance and support services programs customized for the City. These capabilities are supported by Honeywell service technicians based out of the Miami Branch office and serving the local area. Honeywell's skilled labor force has a long track record. Honeywell has employed the majority of our technicians and pipe fitters for an average of 13-20 years. They offer a vast array of talent and a significant amount of industry experience. Honeywell closely monitors service delivery to ensure customer satisfaction and facilitate continuous improvement.

During the implementation phase, we will jointly identify roles, training, and contracted services as needed. Our measurement and verification (M&V) team will also participate in this planning to determine the level and type of services needed to support the annual savings guarantee. Honeywell will work with the City to evaluate current maintenance practices and procedures. This information will be the basis of a preventive maintenance and performance management plan designed to maximize building operating efficiencies, and extend the useful life of your equipment.

As a result of this planning effort, Honeywell will make suggestions on how we can assist the City with implementing a plan. These suggestions may include on-going training for staff on maintenance procedures and techniques, computerized maintenance planning, and contracted services proposals from

Honeywell or other third-party service contractors selected by the City of Fort Lauderdale. A comprehensive support service plan plays a critical role in maximizing building efficiencies, and maintaining the 'persistence of savings' generated by the performance contract.

Honeywell Support Services

With Honeywell, you'll have access to a wide range of services:

Maintenance, Repair and Retrofit Services:

- Mechanical Systems
- Building Automation Systems
- Temperature Control Systems
- Fire Alarm Systems
- Security Systems
- Water Treatment
- Air Filtration

Professional and Support Services:

- Onsite Staffing
- Dispatching
- Remote Monitoring
- Energy Auditing
- Software Support Services
- Financing
- Training Services

Honeywell Preventative Maintenance Service

Honeywell preventative maintenance (PM) services are designed to maximize facility up-time, extend the useful life of equipment /systems and ensure their operation is at peak efficiency. Our PM programs cover equipment including, but not limited to, mechanical systems, building management systems, fire alarm systems, security systems and emergency generators. Honeywell service technicians retain all licenses and certifications required to perform work in their individual areas of expertise.

Preventative maintenance intervals are determined by equipment, application, location and Honeywell's computer data bank of maintenance experience and manufacturer's specifications.

Honeywell Repair and Replacement Service

Should Honeywell identify an imminent equipment failure while performing preventative maintenance or should a failure occur, Honeywell will repair and/or replace the equipment as required to restore the equipment to its originally intended operation. Honeywell maintains a critical parts stock room, providing our Technicians with ready access to the parts and pieces necessary to minimize the disruption to the City of Fort Lauderdale facilities.

Honeywell Emergency Service

Activities performed under a Honeywell service program are intended to minimize the incidence of emergency situations. However, should an emergency arise, Honeywell service personnel will assess the situation either by phone, or remote diagnostics, or both, and will determine the required course of action with the City of Fort Lauderdale. If it is determined that a site visit is required, Honeywell service technicians will arrive at the City of Fort Lauderdale' facility within the guaranteed response time of four (4) hours. Emergency Service can be provided on a continuous basis 24 hours per day, seven (7) days per week

Service Levels

Each Honeywell service offering can be provided at varying levels of coverage according to the unique needs of the City. In general, these levels include:

	Preventative Maintenance	Repair and Replacement[1]	Emergency Service
Flex	NTE	NTE	T&M
PM only	X	T&M	T&M
Preferred	X	X	X

NTE – Priority Response with Work Included Up to a Fixed Dollar Amount
T&M – Priority Response with Work Performed on a Time and Materials Basis
Note 1 – Available with or without Parts Coverage

Further understanding that each customer has unique core competencies amongst their staff, Honeywell offers each service independently. Because of this, the City will have the ability to supplement internal resources where necessary without being obligated to purchase a "package" of partially redundant services.

Advance Service Tools

More than any other building services company, Honeywell leverages advanced technology in field service operations. The result is unsurpassed for our customers. With advanced tools and technology, Honeywell field technicians have the resources to provide highly responsive service, which diagnose and correct problems the first time.

The following is a summary of services provided by Honeywell to all service customers:

24/7 Global Service Response Center (GSRC)

The ISO 9001:2000 certified GSRC in Atlanta is one of the most established and technically advanced monitoring and control facilities in the world. It provides an unmatched level of dedicated, consistent service to more than 25,000 customer sites in North America.

The GSRC is staffed 24/7 by trained building service professionals who can provide support in five languages. Reliable, uninterrupted service from the GSRC facility is ensured with redundant systems for power, phone lines and databases.

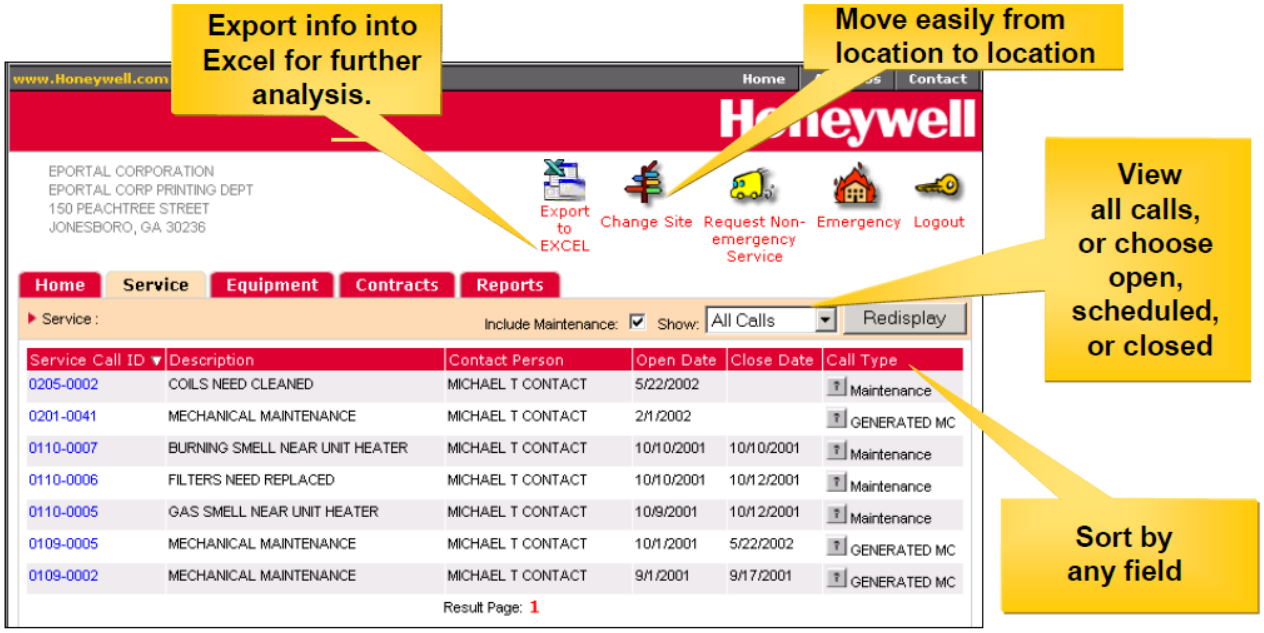
The "FAST" Service Advantage

Field technicians are equipped with Field Automation Service Technology™ (FAST) handheld computers that are linked directly to the GSRC to dramatically improve the dispatching and service delivery processes.

FAST provides your technician with job-specific information and real-time access to your complete service history – right from the field. Upon completion of each service call, you will receive a summary report via fax or e-mail, verifying that any problems have been resolved and your systems are operating properly.

Honeywell ServicePortal™

With the Honeywell ServicePortal™, you and your staff can securely access your service information online, submit electronic service requests, and check on the service call status 24-hours a day. You get convenient, fingertip access to all elements of your Honeywell service, with timely, accurate information.



The Honeywell ServicePortal lets you:

- Submit service requests online, and instantly receive a tracking number
- See when preventive maintenance is scheduled and performed
- Determine the status of all service calls, whether scheduled, open, or closed
- Review the details of work done on completed service calls
- Track all work by location, contract, or asset
- Access contract and equipment coverage details
- Use the data to construct a variety of reports, including multiple-site roll-ups

You can access the ServicePortal™ application from any Internet-enabled PC. Executives responsible for multiple facilities can quickly see the latest data for any location. And managers have immediate access to detailed, comprehensive service histories for their site.

Honeywell ServiceNet Remote Monitoring Services

Depending on the City' staffing needs, Honeywell's trained building experts can monitor and control your building remotely 24-hours a day through the Honeywell Global Services Response Center (GSRC). With Honeywell's ServiceNet, you get an ideal combination of preventative diagnostics and operational support that frees your staff to accomplish more productive tasks, and lets you get on with running your business.

Honeywell's ServiceNet can help:

- Monitor and control your building automation and mechanical devices 24-hours a day
- Enable more productive use of your staff, and reduce overtime
- Make energy-saving adjustments to changing occupancy requirements and schedules
- Provide remote computer diagnostics to predict and prevent failures
- Dispatch emergency service immediately when needed

On-going Monitoring of Energy Use

Under a guaranteed program, energy use within the City of Fort Lauderdale would be monitored on an on-going basis by your Honeywell Measurement Analyst. The Measurement Analyst will be responsible for all data collection, report generation and annual presentation of the savings realized by the City.

Although data collection strategies will ultimately be determined during the development of the City of Fort Lauderdale's Measurement and Verification plan, our typical approach would leverage broadband Internet access to the appropriate City control interfaces. The connectivity would be utilized to both confirm operating status and to download trend data to verify proper equipment maintenance.

Honeywell Training Services

At Honeywell, we provide Education and Training Services intended to maximize the return on your most significant investment – human capital. We recognizes that the true success of a project cannot be determined at final completion, but only after the systems are placed into service and are proven to operate with ease through-out the life of the equipment. In our experience this type of success can only be achieved through the implementation of a proper training program, which smoothly transitions the operation of the new equipment and systems from the construction team to the in-house maintenance and operations staff.

In order to get the City of Fort Lauderdale off to a solid start after project turnover, Honeywell will provide the City with a **dedicated full-time on-site Training Coordinator for a three (3) month period at no cost**. The Training Coordinators responsibilities will include the development and delivery of training courses customized to the City's facilities, new equipment / systems and personnel.

We are confident that our depth of industry knowledge, combined with our advanced instructional methodologies, will allow our Training Coordinator to deliver learning solutions to support the City of Fort Lauderdale' every training needs and requirement.

Honeywell Training Services

Mission
Enable our internal and external customers to utilize the latest building control solutions to their full potential and improve top and bottom line results through effective training.

For more information call: 1/800-535-8092

Or visit our website at:
www.honeywell.com/buildingsolutions/training

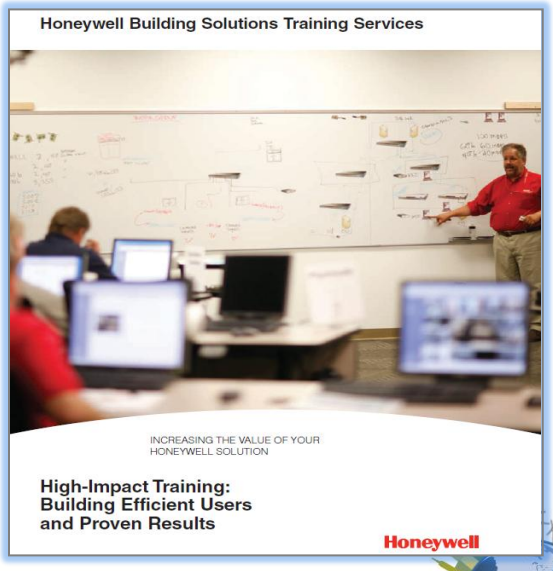
Honeywell has the capability to provide a diverse and comprehensive training program for the City. Working closely with your staff, Honeywell will identify the training requirements for the City of Fort Lauderdale and provide a customized program to address the specific needs of your personnel on each of the new systems installed. This will include training manuals, with equipment cut sheets for each energy conservation measure (ECM).

Even after the initial training is completed, Honeywell can provide ongoing training of the facility staff on the energy management system, mechanical systems, as well as the other systems that we have installed. Your team will be able to understand the trouble shooting needed on your systems, as well as ways to make them more energy efficient.

Your custom training program can include the following components:

- Customized, On-Site Training Class
- Digital and On-line Training
- Classes at Honeywell's Training Center in Minnesota
- Programmed Instruction Books
- Service Publications
- Maintenance Workshops and Seminars
- Yearly Engineering Seminars

Customized, On Site Training Class – Honeywell will provide training to familiarize your staff with all the installed equipment and systems. This customized training will utilize training manuals developed specifically for the City, and will be conducted by a combination of Honeywell's Training Coordinator and local technicians and installers, who are intimately familiar with your systems. Classes may be recorded for future reference.



Digital & Online Courses – DVDs and online training classes are offered that cover a wide variety of equipment and troubleshooting methods applicable to your systems.

Product & System Classes at Honeywell's Training Center – Some City personnel may choose to attend Honeywell

product and system training in our Minnesota Training Center.

Programmed Instruction Books – A programmed instruction course presents information in small, carefully developed steps. At each step, learners are required to apply the new information by answering a question or solving a problem.

Service Publications – Certain handbooks provide service information on heating and cooling systems.

Maintenance Workshops and Seminars - As part of the Honeywell partnership, we can provide periodic refresher or advanced workshops and seminars over the life of the contract for the maintenance department to use for staff development. These classes are conducted by Honeywell professionals and last from 2-5 days.

Yearly Engineering Seminars - Honeywell publishes what is considered the industry standard on HVAC control – Honeywell Engineering Manual of Automatic Control. We have developed engineering seminars that cover various aspects of HVAC systems and controls (i.e. seminar on Energy Management EM-1). As part of our partnership, Honeywell can conduct periodic seminars specifically for maintenance personnel and other suggested City staff members.

Our diverse training programs serve all Honeywell customers including employees, end users, distributors and contractors. We can tailor training programs to meet your specific needs. Collectively, Honeywell and the City of Fort Lauderdale will identify project and ongoing training requirements. This will be developed during the Energy Savings Plan development phase and project team meetings during the implementation of the project.

Additional information on our training program and course offerings is available upon request.

REFERENCES

References are included on Standard Form 330.

Ten references are provided that can attest to our experience and expertise in Performance Contracting. We have chosen these references carefully so that they reflect the following characteristics:

- Honeywell's local Florida capabilities
- Honeywell's experience with municipal customers that have a multitude of large complex and diverse facilities
- Honeywell experience with City's that have large Utility departments with Water and Wastewater plants

The references include the following:

1. City of Port St. Lucie, FL
2. Miami-Dade County, FL
3. City of Clearwater, FL
4. City of Tallahassee, FL
5. Broward Performing Arts Center – Fort Lauderdale, FL
6. City of Wilmington, DE
7. Puerto Rico Aqueduct and Water Authority
8. Western Virginia Water Authority
9. City of Worcester, MA
10. City of Newark, DE

MINORITY/WOMEN (M/WBE) PARTICIPATION

Being a local business and partnering with other Florida businesses are keys to our team providing a successful project for Fort Lauderdale. With over 50 years of serving the citizens of Florida, Honeywell, and our local partners have the knowledge, experience and diversity needed to deliver the most responsive, innovative and cost-effective project for the City, that also provides benefits to the City's residents.

Corporate Commitment to Local Preference

Honeywell has experience with thousands of subcontractors across the country, however, we do not choose which specific subcontractor will be involved, until we are selected as a customer's Construction Manager, the scope of the project is known, and we have conducted the appropriate bidding / procurement process.

However, in all our projects, we first strive to keep work local. We search our database of approved contractors who have passed stringent qualification criteria to provide service to our customers; some of

these criteria include financial strength, bonding capacity, and levels of insurance. In some cases, smaller firms cannot meet all of these requirements; however, if they are a quality contractor and their inclusion on the project is desired, we have historically been able to include these firms under other subcontractors and been able to subcontract to them specific work scopes that do not exceed their capabilities.

Selection of appropriate and qualified subcontractors by Honeywell is accomplished through years of partnership and experience. Honeywell is constantly expanding its pool of contractors through a vigorous interview process, including talking to customers of any proposed contractors. Their financial stability is also reviewed prior to becoming one of our valued partners to insure that there are no defaults during the construction process. The number of specific contractors and their respective disciplines is dependent upon the size and complexity of the project itself. The selected contractors are responsible for providing accurate costs pertaining to their specific portion of the project, including any fees required to procure appropriate permits and inspection as may be required by any local and state agencies. The selected contractors are given the appropriate scope descriptions, project expectations, and proper legal documents. Properly selecting and inviting contractors ensures that the correct contractor is chosen to bid on the project which enables us to complete the project on time, and in budget. Also, it insures that they will be invited in a professional and prudent manner allowing ample time to prepare and dedicate resources to the project.

Commitment to Minority & Small Business Content

Honeywell has a robust procurement process for the inclusion of local and Minority & Women Owned and Small Business Enterprises (MW/SBE) as part of our contracts and projects. MW/SBE participation on our Honeywell Building Solutions (HBS) projects typically exceeds 30% of available content, dependent on the scope of work and the availability of qualified suppliers. We recognize that MW/SBE companies are essential contributors to our social and economic community, and are committed to procuring goods and services from these businesses whenever possible.

As part of our bid review process, we seek to maximize the use of local and MW/SBE businesses for all subcontracted work. We identify the scope of work available, consult our extensive database of subcontractors, and then invite qualified businesses to participate in site walk-throughs and design reviews in preparation for the bid process.

We have reviewed the City's of Fort Lauderdale's MBE/WBE directory and have established a pool of companies that will be considered depending on the final scope. In addition, we hope to add to this list with staff's input as well as conducting further outreach efforts.

Our plan and commitment is to exceed the 12% participation levels of available content that the City of Fort Lauderdale has been able to historically achieve in City Projects by utilizing MBE/WBE firms wherever possible.

Name of Firm	Address	Classification
ACAI Associates	2937 W CYPRESS CREEK ROAD, Suite 200 FORT LAUDERDALE, FL 33069	DBE/MBE/SB/WBE
Advanced Water Technology Corp.	7880 NW 176 Street Hialeah, FL 33015	MBE

Aramark Uniform Service	141 LONGWATER DR. NORWELL,MA. 02630	DBE / MBE / WBE
American Fastners Corp.	7323 NW 66 Street Miami, FL 33166	DBE / MBE
Banaszak Concrete Corp.	2401 College Avenue Davie, FL 33317	DBE / SB
Capital Office Products	700 Ballough Road Daytona beach, FL 32115	MBE / SB / WBE
Coit Commercial Cleaning & Restoration	6691 Skipper Terrace Margate, FL 33063	DBE / MBE / SB
Florida Bearings	1430 W Broward Blvd Ft Lauderdale, FL 33312	WBE
HD Supply Inc.	1711 Upland Rd West Palm Beach, FL 33409	MBE / WBE
P.E.C.O. Enterprises	PO Box 820265 South Florida, FL 33029	DBE / MBE / WBE
Tirone Elecrtic Inc.	6151 PEMBROKE RD HOLLYWOOD, FL 33023	MBE / SB / WBE

SAMPLE INSURANCE CERTIFICATE

MEMORANDUM OF INSURANCE

This memorandum is issued as a matter of information only to authorized viewers for their internal use only and confers no rights upon any viewer of this Memorandum. This Memorandum does not amend, extend or alter the coverages described below. This Memorandum may only be copied, printed and distributed within an authorized viewer and may only be used and viewed by an authorized viewer for its internal use. Any other use, duplication or distribution of this Memorandum without the consent of Aon Risk Services, Inc., is prohibited. "Authorized Viewer" shall mean an entity or person which is authorized by the insured named herein to access this Memorandum via http://honeywell.com/sites/moi/. The information contained herein is as of the date referred to above. Aon Risk Services, Inc. shall be under no obligation to update such information.

Producer:	INSURERS AFFORDING COVERAGE		
Aon Risk Services, Inc.	Insurer	A	Greenwich Insurance Company
Questions please contact: ACS.Chicago@aon.com	Insurer	B	XL Insurance America
Insured:	Insurer	C	XL Specialty Insurance Company
HONEYWELL INTERNATIONAL INC.	Insurer	D	
P. O. BOX 1219			
101 COLUMBIA ROAD			
MORRISTOWN, NJ 07962			

Coverages

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED, NOTHWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS MEMORANDUM MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED BELOW IS SUBJECT TO ALL THE TERMS, CONDITIONS AND EXCLUSIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

CO LTR	Type of Insurance	Policy Number	Policy Effective Date	Policy Expiration Date	Limits	
A	**General Liability** ☒ Commercial General Liability ☐ Claims Made ☒ Occur. Gen'l Aggregate Limit Applies ☒ Policy ☐ Project ☐ Loc	RGC9437630	4/1/2013	4/1/2014	Each Occurrence Damage to Rented Med Exp (Any one Personal & Adv Injury General Aggregate Products – Comp/Op.	$ 5,000,000 $ 5,000,000 $ 50,000 $ 5,000,000 $ 5,000,000 $ 5,000,000
A	**Automobile Liability** ☒ Any Auto ☐ All Owned Autos ☐ Scheduled Autos ☒ Non-Owned Autos	RAC9437642 RAC9437644 (MA) RAC9437643 (NH) RAO9437645 (NH)	4/1/2013	4/1/2014	Combined Single Limit Combined Single Limit Excess Auto NH Bodily Injury (Per Person) Property Damage	$ 5,000,000 $ 5,000,000 $ 1,000,000 $ 4,000,000 $ $
	Excess/Umbrella Liability ☐ Occurrence Reported ☐ Claims Made ☐ Occur. ☐ Deductible ☐ Retention $				Each Occurrence Aggregate	$ $
B C C C	**Workers' Compensation and Employers' Liability** (Insured States)	RWD9435403 RWC9435402 (WI)	4/1/2013	4/1/2014	xx Statutory Limits E.L. Each Accident E.L. Disease – Each E.L. Disease – Policy Limit	 $ 5,000,000 $ 5,000,000 $ 5,000,000
C	**Excess Workers' and Employers' Liability** Self-insured States only	RWE9435404 (AZ, OH, WA) RWE9435405 (NM)	4/1/2013 4/1/2013	4/1/2014 4/1/2014	Excess Workers' Compensation statutory limits excess of $1,000,000. Employers' Liability: $5 million for each	

Additional Information

The following coverage endorsements apply to the extent the coverage is required by contract:

Blanket additional insured endorsement is included on the applicable policies shown above, except Workers' Compensation.

Blanket contractual liability is included on the applicable policies shown above, except Workers' Compensation.

A waiver of subrogation is included on the applicable policies shown above.

Honeywell will provide the ISO endorsement form numbers upon request.

This Memorandum of Insurance serves solely to list insurance policies, limits and dates of coverage. Any modifications hereto are not authorized. Any party with which the named insured is contractually required to include special status is automatically granted such status. However, coverage under the policy only applies to the extent of the coverage required by such contractual requirement and for the limits of liability specified in such contractual requirement, but in no event for insurance not afforded by the policy nor for limits of liability in excess of the applicable limits of liability of the policy. Any questions on this form may be referred via email to the Aon Risk Services, Inc. email address noted above.

JOINT VENTURES

Honeywell is not proposing a joint venture for the City of Fort Lauderdale project.

SUBCONSULTANTS

In an effort to strength our team, provide economic impact to the City of Fort Lauderdale and bring further value to the City. Honeywell has invited two Fort Lauderdale-based firms with world-class engineering and design experience to serve as major subconsultants. Both firms have long-term relationships with Honeywell and have participated as subconsultants on previous Honeywell Energy Savings Performance Contracts. Their participation in the design process will provide Honeywell the ability rapidly bring forward innovative solutions to lower energy consumption and lower operating costs.

In addition, other firms will be considered for services depending on the scope that is selected and the city's preferences. The below mentioned firms are local companies that can provide specialized products or services as needed. They include the following:

Company name	Address	Function
Musco Sports Lighting	1250 South Pine Island Rd. – Plantation, Fl 33324	Sports Lighting
Alternate Energy Co.	2821 SW 23rd Terrace – Fort Lauderdale, Fl 33312	Renewable Energy Products
Stiles Corporation	301 E. Las Olas Blvd. – Fort Lauderdale, Fl 33301	Construction services
Advanced Roofing	1950 NW 22nd Street	Roofing and Solar Arrays

CH2MHILL

CH2M HILL is an employee-owned project delivery firm of architects, engineers, planners, and economists. We have the total in-house capabilities to deliver a project or several concurrent projects from conception through completion to the City of Fort Lauderdale's (City) full satisfaction. Our primary emphasis for all projects is attention to details, project goals, schedule and budget commitments, and client satisfaction.

CH2M-Hill was a sub-consultant to Honeywell on (3) Performance Contracts listed in this RFQ:

- City of Wilmington, DE
- Puerto Rico Aqueduct and Sewer Authority
- Western Virginia Water Authority

Our Strong South Florida Presence Provides an Expert Local Staff, Resources, Facilities, and Equipment

The City's projects will be managed by CH2M HILL's South Florida Offices. We understand the importance of providing fast, complete responses to the City's needs. For this reason, nearly all our team members, including Project Manager Luis Rioseco, are located in our full-service South Florida offices in Fort Lauderdale and Miami. Our proximity provides you the benefit of immediate responsiveness and increased accessibility, as well as local presence, commitment, and familiarity. It also ensures full access

to the facilities, equipment, and resources to cost-effectively complete project tasks, including fast-track critical path projects, while ensuring the highest levels of quality and safety. This on-the-spot service, whether it be for emergency response projects or for long-term projects requiring multiple disciplines and tasks, offers the flexibility, depth, mix of technical skills, and resources to meet a variety of needs.

Number of Years in Business

CH2M HILL is dedicated to excellent client service and project delivery. The company was founded in January 1946, and has provided professional services to Florida clients since 1951—providing the City access to a team deeply rooted and knowledgeable with the South Florida region. The goals of these founders were simple: find clients who needed engineering or consulting solutions for their problems; solve those problems with technology, creativity, and ingenuity; find more clients and more projects; hire creative, bright people to deliver the work; and then share the benefits with them. The values, character, ingenuity, integrity, reputation, judgment, and dedication upon which the founders built CH2M HILL remain intact today.

Credentials

CH2M HILL is a leader in full-service engineering, procurement, construction, and operations for public and private clients. With more than $6.6 billion in revenue and almost 26,000 employees worldwide, we deliver innovative, practical, sustainable solutions—helping clients develop and manage infrastructure and facilities that improve efficiency, safety, and quality of life. We are an industry-leading program management, construction management, and design firm, and are ranked #1 in Wastewater and top ranked in Water as ranked by Engineering News-Record (2013), and have been consistently recognized as a top company to work for in the U.S.

The American Society of Civil Engineers has named CH2M HILL one of the best-managed consulting engineering firms in America, and we were named one of the World's Most Ethical Companies by the Ethisphere Institute (2009-2013).

Health and Safety Performance

Health and Safety is a Top Priority at CH2M HILL. We will manage the health, safety, security, and environmental activities of our staff to achieve compliance with applicable health and safety laws and regulations. CH2M HILL's policy is ***"Target Zero"*** which means that every employee takes responsibility to achieve zero incidents during project delivery. This includes:

HSE TargetZero
Protecting People and the Environment

- Zero injuries and illnesses (world class safety);
- Zero adverse impacts (environmental stewardship);
- Zero security related incidents (world class security/asset protection).

CH2M HILL's strong, viable Target Zero culture is achieved by our employees who value health, safety, security, and environmental performance. This means we take responsibility for our own behavior and for the behavior of every employee. We have corporate-wide tools and systems in place for our programs and projects, and routinely share lessons learned among programs to continuously improve our performance.

Overview of Qualifications

Water Treatment

As a full-service engineering firm CH2M HILL can provide the City with a full range of engineering services including water treatment and supply facilities and well field engineering. CH2M HILL offers the proven ability to provide appropriate technical solutions and to tailor our approach and staff to meet the unique requirements of each project required by the City- however large or small.

For this contract, CH2M HILL will leverage our vast total water management experience and multi-disciplined staff resources to provide services for all studies, evaluations, permitting, staff assistance, design, and construction management services, including project management services; preparation of biddable plans, technical specifications, construction cost estimates, and schedules; permitting assistance, including compliance with regulatory requirements, permitting, preparation of permit documents, and presentation before appropriate regulatory agencies, including SFWMD, FDEP, Broward County, City of Fort Lauderdale, and others; construction-phase services and inspections; and training and commission of facilities for the full scope of services identified in the RFQ.

Water Treatment Plants

CH2M HILL has been involved in the planning, design, and management of numerous water supply systems in South Florida for more than 30 years, with a focus on the development and successful application of innovative technology to provide our clients with more cost-effective and efficient treatment facilities. We have designed more than 1,500 drinking water treatment plants with capacities exceeding 1,500 million gallons per day (mgd); designed nearly 2,000 water distribution systems; and have prepared more than 2,500 water system master plans. In addition to conventional engineering, design, permitting and operational related services, the firm offers unparalleled proprietary water management tools. For example, CH2M HILL's VOYAGE™ model is a decision support software tool designed to provide implementable total water management solutions. VOYAGE provides dynamic, integrated, thorough capital improvement planning and operation analysis for managers responsible for the water cycle. The model allows users to input key system characterization parameters and management variables that drive the water balance, and then selects optimal water supply sources based on client-specified "what if" scenarios (e.g., changes in population, weather patterns, usage rates, etc.).

CH2M HILL's VOYAGE™ modeling and simulation program modeling tool applies optimization technologies that identify the best resource management strategies on a system-wide basis.

CH2M HILL's Replica™ is a suite of models and object libraries developed by the firm for dynamic simulation and optimization of water and wastewater treatment plants, conveyance and water distribution systems, and complete water supply systems. Replica allows a user to evaluate the feasibility of proposed operational changes using as-designed or real-world data to calibrate the system.

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Wastewater Treatment Design

CH2M HILL is the #1 ranked wastewater firm (Engineering News-Record, 2013), and has been the leader in wastewater engineering technology ever since the early 1970s development of the first advanced wastewater treatment (AWT) facility in North America at Lake Tahoe, California. This leadership has carried into the present as we continue to design, construct, and operate wastewater treatment facilities that meet stringent performance standards for water reuse, water reclamation, and environmental discharge.

The Wastewater Treatment Core Technology Area is responsible for the management of municipal wastewater from its arrival at the treatment plant through its discharge as a treated effluent. Services that are provided include wastewater process evaluation, plant analysis, facility planning, plant design, equipment selection, life cycle cost evaluations, operator training and operations support. The Technology Area also monitors and evaluates emerging technologies, and assesses technology trends in the markets we serve.

Our experience designing wastewater treatment plant (WWTP) improvements suggests that a successful design is function of, first of all, clearly defining the project. A clear project definition results in the most cost-effective solution and a cost-effective design process. At the outset of the project, decisions are easy to make and cost very little to implement, and can, at the same time, have big impacts on the construction cost. We have found the most well-executed projects are the ones where teams invest the time up front to clearly lay out a road map for the problem to be solved and the form the solution will take. City staff input is critical to ensuring that the solution is in keeping with the City's goals and, at the end of the day, meets operator and City expectations. Without operator ownership of the solution, even a good design will fail.
Developments such as three-dimensional (3-D) design tools have helped put CH2M HILL on the leading edge of design delivery in our market. CH2M HILL uses 3-D design as our standard approach to the design of new facilities because we've found we can produce documents more cost effectively. Recent advancements in Adobe Acrobat software (enhanced .pdfs) now allow all team members and clients to access model views from our 3-D model without special software.

Water Pumping Systems & Installations

CH2M HILL has considerable experience in the planning, design and construction supervision of pumping systems and installations for raw water abstraction, pumping at treatment works and treated water conveyance. CH2M HILL has been involved with both the development of major new pumping systems, and has also undertaken condition assessments and upgrading of installations to ensure that they provide reliable service through provision of the following services:

- Groundwater abstraction
- Boreholes - wellfields
- Surface water abstraction
- Pumping at treatment works
- Booster stations
- Network booster stations
- High and low lift installations
- Surge suppression

Pumping System Development

CH2M HILL has proven capabilities in all aspects of pumping system engineering and has experience in the development of diversity of sites and the construction of systems worldwide in a range of applications for the water sector. Experience and expertise includes:

- Mechanical & Electrical services
- Control system development & design
- Hydraulic analysis & design
- Transient analysis

Station design is usually led by Mechanical, electrical and hydraulic considerations. Additional expertise includes:

- Civil Engineering and Structural design
- Architectural design
- SCADA, ICA, PCCS
- Environmental investigations
- Hydrogeology & Hydrology
- Geotechnical investigations
- Planning and property liaison
- Site development

Modelling – Hydraulic and Transient

CH2M HILL has developed a comprehensive suite of computer programs to model hydraulic systems. In the extensive software library of standard packages and custom-designed programs, applications include:

- Simulation of steady and dynamic flow in pipelines, surge and water hammer
- Pump test analysis
- Operational simulations for flow regulation and control, pumping plant and surge protection design

Rehabilitation of Existing Systems

CH2M HILL has extensive experience in risk assessment of existing major apparatus. Renovation and upgrading of pipelines experience stems from numerous condition assessment and rehabilitation projects.

Construction Supervision & Commissioning

CH2M HILL has designed, supervised the construction of and commissioned pumping systems and individual stations in many countries and has experience of integrating new works with existing systems.

Wellfields

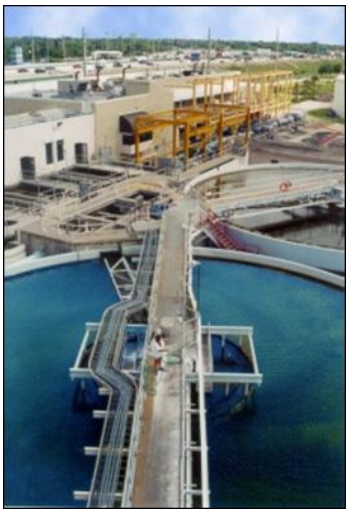
Having developed more than 50 wellfields in Florida (total capacity exceeding 1 billion gallons per day [gpd]), plus numerous other wellfields throughout the Caribbean and U.S., CH2M HILL has established a leadership role in the development of large wellfields. Throughout South Florida, we have similarly served as the industry leader in Class I deep injection well technology for over 25 years. Our South Florida staff alone has designed, permitted through FDEP, and managed the construction of numerous injection well systems for membrane treatment concentrate disposal. For existing systems, CH2M HILL offers decades of local knowledge and experience with mechanical integrity testing, operational testing, rerating, operational permitting, monitoring well assessment and rehabilitation. In addition, our hydrogeologists and engineers bring an equal breadth of experience to Class V Well projects, including stormwater drainage wells and aquifer storage and recovery (ASR) systems.

Our experience with the unique hydrogeology of South Florida, the ever changing regulatory environment, and extensive field investigations combine to give us a comprehensive understanding of the technical issues involved in water supply. In addition, our in-house capabilities in groundwater modeling will enable us to effectively and efficiently design and develop and optimize the City's Surficial and Floridan aquifer water supplies.

CH2M HILL staff in Florida

Office	Current Staff
Pensacola	6
Navarre	27
Jacksonville	51
Gainesville	168
Orlando	71
Cape Canaveral	7
Tampa	102
West Palm Beach	65
Ft. Lauderdale	39
Naples	12
Miami	13
Key West	2

Waterworks 2011 Water and Wastewater Infrastructure Program Fort Lauderdale, Florida



Proclaimed the Venice of America with an economy heavily reliant on tourism, the City of Fort Lauderdale's Public Works Department plays an important role in maintaining the viability of the City's quality of life and destination appeal. To address its aging infrastructure and the environmental hazards associated with the widespread use of septic systems, in 2001 the City Public Works Department, with the help of CH2M HILL, published its 20-Year Water and Wastewater Master Plan, which concluded the city must immediately bring sanitary sewer service to those communities still relying on antiquated septic systems and it must overhaul and upgrade its existing water and wastewater systems to meet the needs of the fast-growing City.

To ensure success, the City partnered with CH2M HILL as its program and construction management delivery partner and developed an innovative delivery process to compress the 20-year CIP into the 10-year, $690 million WaterWorks 2011 program—with the bulk of the work scheduled for completion by the City's centennial birthday in 2011.

Within the first 60 days, the CH2M HILL-led team mobilized and had more than 50 active members working aggressively to meet immediate and critical program milestones. The team was fully co-located in the program management office, functioning as a fully integrated team of City, CH2M HILL, and subconsultant staff. At the end of the program, nearly 14,000 properties, or more than 55,000 residents, are able to connect to the City's upgraded sewer system.

"Much of WaterWorks 2011's success to-date has been due to CH2M HILL's ability to quickly mobilize competent and motivated personnel, and to overcome challenges with innovative solutions. I appreciate CH2M HILL's efforts and commitment to partner with the City to ensure that the program has, and will continue to, come in on schedule and within budget. CH2M HILL is currently working with us to provide training and tools to assure a seamless transition as the program begins to ramp down—and as we begin our return to a much-improved, all City employee utility engineering operation."
Paul Bohlander, Assistant Utility Services, Director/Engineering, City of Fort Lauderdale

WaterWorks 2011 Program Completed 1-Year Early: Eight years after program initiation, the program team completed WaterWorks 2011 1-year ahead of schedule—fully delivering on its commitments and ensuring all projects were completed and closed out before it closed its doors in February 2010. With completion of WaterWorks 2011, the City benefits from best-in-class infrastructure upgrades that will enhance the economic, social, and environmental well-being of residents, businesses, and City operations for generations to come.

Overcoming Complex Construction Challenges:

Managing a program that spans almost a decade created a host of challenges. The past decade, in particular, presented enormous challenges that could have easily delayed program completion and create significant cost overruns:

- The Construction Cost Index rose from 6 percent to 35 percent during peak construction
- Severe shortages in construction materials significantly increased material costs
- The energy shortage doubled fuel prices
- 10 hurricanes between 2004 and 2008 drained local resources
- The economic downturn and water use restrictions reduced City revenues
- Water use restrictions limited dewatering methods and reduced productivity

Promoting Superior Financial Performance: WaterWorks 2011 Financial Management Up Close Committed to managing to budget and schedule and to protecting the City's and tax payers' investment, the program team implemented a number of innovative cost saving and containment strategies to respond to changing construction environment, including:

- Rigorous budget and scope management practices—ensuring design and construction service fees remained constant over the course of the program
- Re-prioritization of program spending to maintain an optimized program cost of $690 million—well below the 2001 program-level planning estimate when translated into 2009 dollars
- Stringent cost control strategies—achieving a -1percent change order rate, which is drastically below the 6 percent industry average

"Infrastructure repair, replacement and upgrade is underway in one city, to take care of problems before they get worse and improve quality of life. Other counties and cities can learn a lesson from WaterWorks 2011 in how to do it right."
South Florida Sun-Sentinel
10/17/2002

- Aggressive cost-saving strategies—saving the City more than $92.5 million and yielding a 150 percent return on its program management investment

An Effective Public Outreach Program Yielded Support from the Local Community:

We understand and plan for the difference in complexity between closed site construction (controlled access plant sites) and open site construction (unrestricted public access). "Outside the fence projects" require a much higher level of attention to construction coordination and public outreach. For the City's program, we successfully coordinated with more than 60 different entities.

Because of extensive street works occurring throughout the City during pipeline construction, the program team developed and conducted an extensive public outreach program—holding hundreds of meetings with community members, residents, and local businesses—to promote business patronage in construction zones and to ensure impacted communities were engaged in the process and understood the impacts of construction. Community relations activities included construction signage, informative flyers and pamphlets, workshops, outreach to local businesses, and regular meetings with local homeowners associations during peak construction. In addition, we appointed "ambassadors," or trained local homeowners who served as project advocates. These individuals were educated about the project's progress and schedule and successfully co-managed the support of the local community.

Program Highlights:

- Program and construction management of a massive $690-million citywide initiative to overhaul the City's water, wastewater, and sewer infrastructure
- Coordinated the efforts of more than 578 projects, including design and construction management of ~300 projects primarily for pipeline construction and street works throughout the City
- Managed 10 construction contractors, 3 design firms, and 4 subconsultants, with more than 180 local firms participating in the program
- Managed to schedule and budget using rigorous schedule and cost controls, change and risk management strategies, and aggressive change order mitigation—achieving a -1% change order rate and program completion 1 year ahead of schedule

- Value engineering assessments identified more than $12 million savings during construction of the conveyance system including $7 million reduction in lime sludge disposal by emptying existing storage ponds instead of constructing a new dewatering facility; other cost saving strategies, including low cost financing, aggressive change management, prompt claims negotiations, and work repackaging saved the City more than $92.5 million total
- Conducted an extensive public outreach program—holding hundreds of meetings with community members, residents, and local businesses
- Crews were staged to work on similar projects and within the same area at the same time to minimize community disruptions and to facilitate economies of scale

- Provided significant coordination with city departments, county and state agencies, and other utilities—coordinating with more than 60 government entities
- Winner of the Construction Management Association of America's "2008 Project Achievement Award"
- Winner of Southeast Construction Magazine's "Best of 2008 Award" in the Civil Project category

Hill York Air Conditioning Services & Energy Solutions

Main Address:
2125 S. Andrews Avenue
Fort Lauderdale, Florida 33316

Hill-York was a sub-consultant to Honeywell on (3) Performance Contracts:

- City of Clearwater
- City of Port St. Lucie
- Broward Center for Performing Arts

CORPORATE OVERVIEW

Hill York is an Award-winning mechanical contracting business that offers more than 76 years of experience providing superior air conditioning systems and energy solutions to all of Florida's most prominent industries. They provide a full range of services including energy management, design/build solutions, preventative maintenance, retrofit/equipment replacement, service & repairs and new construction to municipalities, developers, general contractors, facility managers and building owners. Hill York's Energy Solutions Group is dedicated to implementing energy-saving solutions for its clients.

With its main corporate headquarters located at 2125 S. Andrews Avenue in Fort Lauderdale since 1947, Hill York employs in excess of 100 people who work out of the Ft. Lauderdale office. This local team of professionals and technicians allows us to respond quickly to any special needs this project may have.

COMPANY HIGHLIGHTS

Hill York will benefit the Honeywell team by providing the following mechanical & energy services qualifications.

Building Information Modeling (BIM)

Hill York utilizes this design tool which "is an intelligent model–based process that provides insight for creating and managing building and infrastructure projects faster, more economically, and with less environmental impact. Autodesk BIM software includes a comprehensive portfolio of solutions for design, visualization, simulation, and collaboration that uses the rich information in the intelligent model to inform better decision-making and break down the barriers to better business." Designing systems utilizing BIM modeling reduces installation costs by avoiding conflicts with other trades. Also, being a service business providing maintenance and repair services, system design considers equipment serviceability and future improvements/replacement.

Equipment Agnostic

As an equipment agnostic contractor, Hill York considers solutions and products from all reputable and proven manufacturers. Hill York evaluates solutions and products from an engineering basis considering factors such as system efficiency across load profiles, reliability of systems offered, warranty programs, etc. Hill York's energy services team performs life cycle cost analyses for all systems considered to determine the best solution for a given application.

Experience with Performance Contracting

Hill York has a proven track record operating as a design-assist partner to ESCOs implementing performance contracting programs for municipalities. Our engineering team designs holistic solutions often going outside of traditional "like for like" replacements simply offering improved efficiency. Some of the more sophisticated programs Hill York has implemented for municipalities including centralized/district energy plants utilizing magnetic bearing technology, solar thermal hot water applications, heat recovery systems, demand control kitchen ventilation system and electric to natural gas heating system conversions. Hill York has received letters of reference based upon the success of these programs and can provide them upon request.

As a mechanical contractor operating in a guaranteed savings environment, Hill York understands the necessity of the designed solutions to operate and meet the design intent. To ensure this, Hill York has in-house commissioning services to ensure proper functionality of all installed systems including the ability to self perform testing, installation and upgrades of control systems.

Company Details

More than 50% of Hill York operating in a guaranteed savinachieved the LEED Accredited Professional credential or are Certified Energy Managers through the Association of Energy Engineers.

Hill York is the only MSCA Green Star Certified contractor in Florida. This certification is recognized by the U.S. Green Building Council and is a designation earned by a company that is recognized by the Usy throughout their entire organization, from employee training and education to the products and services they offer their customers. Hill York Possesses the skills and expertise necessary to deliver energy-efficient and cost-effective indoor environmental solutions. Fulfill customer needs and ensures tenant satisfaction by implementing sustainable mechanical service practices. We understand the latest in HVAC green technologies, including equipment upgrade and energy-efficient issues.

Hill York has in-house professional engineering, certified AX controls technicians and certified energy management professional credentials.

LOCAL ENERGY PROJECTS

In addition to Hill York's local workforce, they also bring a track record of success with a variety of numerous clients throughout Florida and specifically in Fort Lauderdale & Broward County. We have highlighted one of our most notable and successful projects below followed by a table of relevant successfully completed projects. Also attached is a project list for government clients.

Nova South Eastern University - NSU is the largest independent institution of higher education in the Southeastern U.S. Located on a 300-acre campus in Fort Lauderdale, FL this university is home to more than 26,000 students. NSU teamed up with Hill York to build a Central Energy Plant that could sustain the university, provide for future expansion cooling demands and reduce operational costs. In 2009 a new Central Energy Plant was built to provide chilled water to cool the campus and the plant is currently being expanded to serve additional campus load.

To reduce peak electric demand and operating cost, 19,800 ton-hours of ice storage capacity was installed in November 2009. An expansion to the original plant is currently underway and when completed, the plant will have a total of 79,200 ton-hours of ice storage capacity. The major HVAC equipment is monitored continuously and the plant can be fine-tuned to constantly run at peak efficiency, further reducing energy usage and costs of running the plant. To avoid the high cost of electricity during peak hours, the chillers are turned off during on-peak periods and campus cooling loads are satisfied by ice storage.

This project was recently featured at the 104th Annual Conference and Trade Show for The International District Energy Association. The plant is a terrific success story because of the foresight in planning for efficiency and the savings which are projected to be $17.3M over the life of the system. The University expects to receive nearly $3 million in rebates from Florida Power and Light at full plant build out.

Major Projects Sample	Market	City	Project Value
Nova South Eastern - Ice Storage Plant	Higher Education	Ft. Lauderdale	$26,000,000
1450 Brickell Avenue - LEED Gold Design	Commercial	Miami	$11,000,000
Southcom Headquarters - Central Energy Plant	Federal	Doral	$9,200,000
Barry University - Design Build Energy Program	Higher Education	Miami Shores	$4,300,000
Nova South Eastern Oceanographic - Ice Storage	Higher Education	Ft. Lauderdale	$3,800,000
City of Clearwater, FL - Performance Contract	Municipal	Clearwater	$3,500,000
University of Miami- Chiller Plant	Higher Education	Miami	$2,600,000
Port St. Lucie Municipal - Performance Contract	Municipal	Port St. Lucie	$2,500,000
FIU - Central Energy Plant	Higher Education	Miami	$1,800,000
Broward Center for the Performing Arts - Performance Contract	Arts & Entertainment	Ft. Lauderdale	$1,180,000
St. Pete Beach - Design Build Energy Program	Municipal	St. Pete Beach	$700,000

NON-COLLUSION STATEMENT

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

> **3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).**
>
> 3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME	RELATIONSHIPS
_____	_____
_____	_____
	_____
	_____

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.