

LETTER OF INTENT (LOI)

The Town of Belleair ("Client") intends to leverage, (Piggyback) on the competitive procurement process utilized by the City of Temple Terrace for the implementation of the Guaranteed Energy, Water and Wastewater Performance Savings Contract executed on March 15, 2016 with ABM. Upon approval of this LOI by Client, ABM will conduct an Investment Grade Audit (IGA). Provided the IGA substantiates all obligations outlined herein, the Client will contract with ABM to perform the energy efficiency and equipment reliability upgrades.

In the event the Investment Grade Audit fails to achieve the stipulations outlined below, the Client will be under no financial obligation to ABM for the costs associated with the preparation of the IGA.

The scope of the project will be co-authored by parties named herein and will be based on discussions with Client's staff and detailed audits of Client facilities. ABM will be responsible for the complete installation of the solution. The IGA will be completed and the results presented no later than October 3, 2017.

ABM will invest in engineering, technical, financial and trade resources required to meet all statutes, permitting, scope and savings requirements desired by Client. ABM's obligations are:

- Design a solution whose financial obligation will be budget neutral to the Client
- The term of the agreement shall not exceed 15 years
- Perform a technical evaluation of the facilities listed in Attachment A.
- Provide a technical description of the scope proposed
- Calculate the financial impact to Client for implementing the project
- Provide firm, fixed pricing for installation and retrofits
- Recommend the financial structure for the amortization of the capital expense
- Provide a project construction schedule
- Calculate of the savings which will be guaranteed as a result of implementing the project.
 - The final proposal will produce energy, operational and capital budget savings, agreed upon by Client. Savings shall meet or exceed total annual contract payments.
- System design must meet all applicable codes
- The Client may add/reduce scope once the final engineering savings/costs are complete

Client will gather all financial and facility information needed to prepare the Investment Grade Audit as requested by ABM. Additionally, staff will be available to assist with site access and all financial discussions.

If the Client decides not to proceed with the project within 60 days of submission of the Investment Grade Audit and the above requirements are met, The Client agrees to pay \$18,880 to ABM for the cost of the Investment Grade Audit. If ABM does not meet the requirements above, the Client is under no further obligations, financial or otherwise, to ABM.

The signatures below indicate mutual acceptance of this Letter of Intent and its terms and conditions.

Agreed and Accepted

This 1st day of August, 2017

ABM Building Services

Agreed and Accepted

This 1st day of August, 2017

Town of Belleair

Dan Klein – Senior Vice President

Karla Rettstatt – Deputy Mayor

