



Investment Grade Audit Findings

Town of Belleair



January 16, 2018



Energy Savings

Facility	Sq. Ft.	Current Electric Cost	Program Savings	% Reduction
Town Hall	14,155	\$ 18,130	\$ 7,696	42.4%
Community Center	15,643	\$ 32,358	\$ 11,841	36.6%
Public Works	10,698	N/A	N/A	
Water Treatment Plant	14,028	\$ 46,441	\$ 212	0.5%
Well Pumps	N/A	\$ 10,452	\$ 1,636	15.7%
Totals	54,525	\$ 107,381	\$ 20,464	19.1%

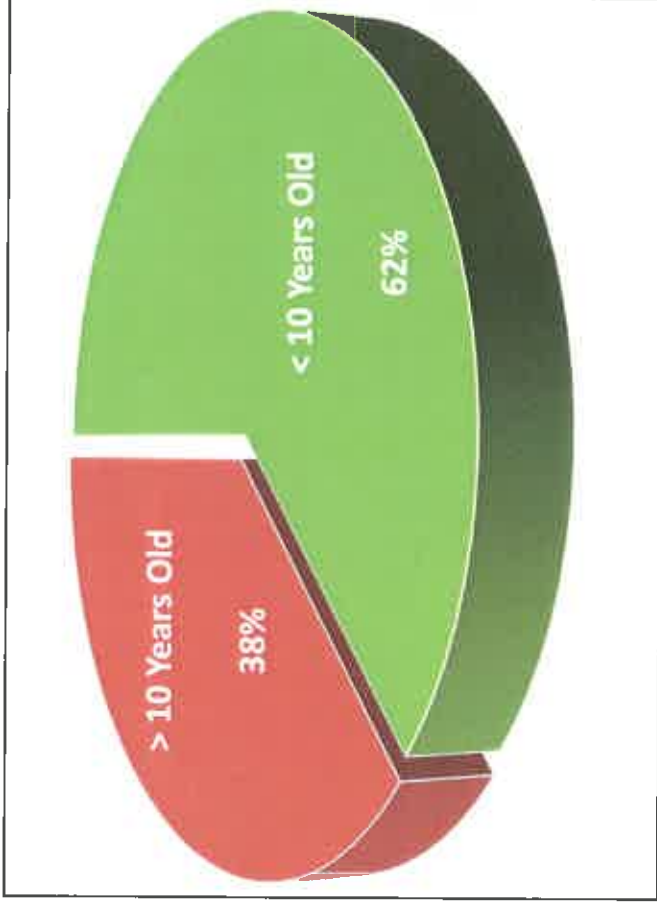
\$20k in Annual Funding Towards Acquisition Costs

Maintenance Reallocation and Improvements

Savings Item	Savings	Performance Services	Cost
HVAC Repair / Maintenance	\$ 30,000	Measurement & Verification	\$ 1,432
Lighting Labor/Bulbs	\$ 2,109	HVAC & Lighting Repair / Maintenance	\$ 28,320
Utility Hours Well Pumps	\$ 12,100	Managed Well Pump Services	\$ 9,300
Totals	\$ 44,209	Totals	\$ 39,052

\$5k in Annual Funding Towards Acquisition Costs

Current Capital Demands



More Needs than Funding in Current Budget

Base Program Financial Summary

Construction Costs	\$557,505
Funding Sources	
• Energy Savings	\$ 20,464
• Maintenance Reallocation	\$ 44,209
• Capital Contributions	\$ 32,000
Total Annual Funding	\$ 96,673
Energy Lease Amortization	\$ 55,494
Performance Services	\$ 39,052
Annual Program Costs	\$ 94,546
Annual Cash Flow	\$ 2,127



Base Scope

	Town Hall	Recreation Center	Public Works	Water Treatment	Well Pumps
HVAC controls	✓	✓	✓	✓	
HVAC Unit Replacements	6 Units / 17 Tons	5 Units / 27 Tons			
HVAC Removal		2 Units / 12 Tons			
Ventilation Reduction	✓	✓			
HVAC re-commissioning	✓	✓	✓	✓	
Building Envelope	✓	✓		✓	
LED Lighting & Lighting Controls	✓	✓			
Guaranteed Maintenance (HVAC & Controls)	✓	✓	✓	✓	
Variable Frequency Drives					✓
Well Pump Monitoring, Alarming, and Control					✓

Additional Scope Options

Scope Item	Town Hall	Recreation Center	Cost
New Electrical Panels / Safety Labeling*	✓		\$ 80,506
New Roof & Skylight Replacement*	✓		\$ 148,840
Soccer Field Lighting and Poles		✓	Not To Exceed \$ 250,000
Tennis Court Lighting		✓	Not To Exceed \$ 80,000

*** Included in Finance Board Recommended Program – \$786,852**

Opportunity to Bundle More Needs into Single Procurement

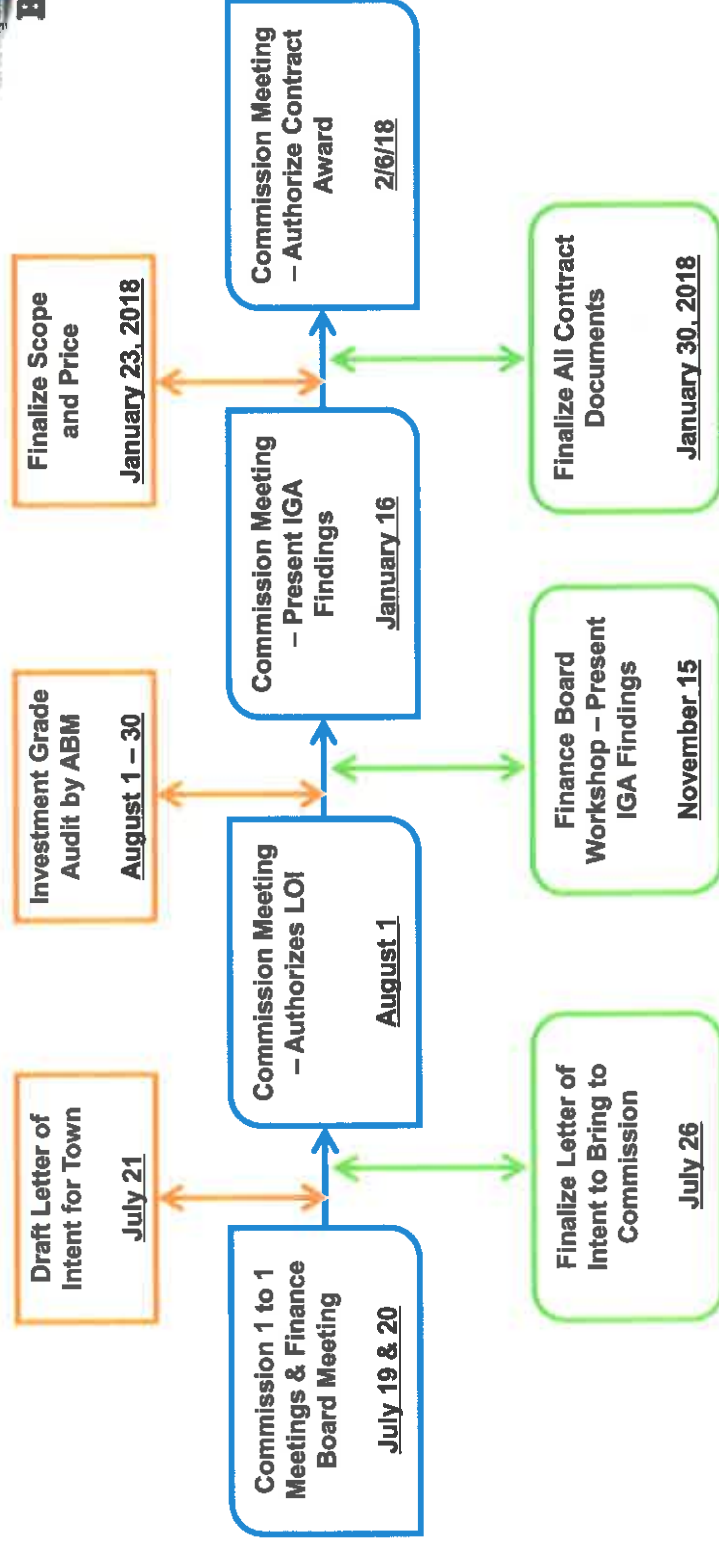
Florida Statute 489.145

All Statutory Requirements Met with Program

- Pro-active Approach to Updating Infrastructure
- Competitive Buying Process
- Used by Various Government Entities including:
 - Counties, Cities & Schools
- Fixed Firm Purchase Price – No Change Orders
- Guaranteed Energy Savings
- Annual Financial Benefits Meet or Exceed Program Costs

No New Taxpayer Burden

Infrastructure Improvement Timeline



Program Summary



- Energy Reduction in Town Facilities
- Major Needs Addressed in Program
- Inefficiencies Addressed Offsetting Capital Costs
- Simplified Procurement with Piggyback
- Increased Technical Capabilities
 - with On-going Services funded through savings

Single Source of Accountability for Results



Nov. 17, 2016

To Whom It May Concern:

The City of Temple Terrace is pleased to provide this letter of recommendation for ABM, which was hired to provide facility energy improvements from April through October 2016. The company's work is projected to save the city nearly \$1.5-million in energy savings and operational costs over the next 15 years.

Department directors said they were particularly pleased with the ABM team directly related to the work: Dan Klein, Mark Hagerman and Rob Duncan. They went to great lengths to minimize the impact of the project on our daily operations, while maintaining communication and accommodating our schedules and needs.


"Overall, ABM has been a fantastic organization to work with," one director said.

ABM was able to develop and enact a comprehensive plan to improve energy efficiency, reduce carbon emissions and boost operational savings by upgrading HVAC equipment, installing LED lighting, replacing windows and more. ABM even guaranteed the savings. The company will monitor the program continually during the next 15 years to ensure savings projections are met. If shortfalls occur, ABM will pay the difference to the city.

Temple Terrace City Hall, the Public Library, Public Works, our fire stations and recreational buildings were among the municipal facilities that benefitted from ABM's energy analysis and improvements.

The city would not hesitate to recommend ABM for facility improvement solutions.

Sincerely,



Charles W. Stephenson
City Manager

cc: Mayor and City Council

City Manager's Office

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To Whom It May Concern:

Nov. 22, 2016

Please accept this letter of recommendation for ABM as a performance based consulting firm and service provider for your organization. I was the Public Works Director for the City of Temple Terrace that hired ABM for a Guaranteed Energy Savings Performance Contract plus HVAC Maintenance and Repair Services.

ABM knows how to identify, engage and satisfy the many stakeholders in city government. They minimized the disruption of city resources by gathering, compiling and presenting information to me throughout the program development. They demonstrated great effort in getting to know the city, and their assigned account executive Rob Duncan actively attended various events and council meetings in order to best understand the direction and needs of the community.

The city had significant deferred infrastructure demands and ABM facilitated the identification and communication of previously undocumented needs. While ABM brought many options to the table, they never pushed a specific product and ensured all solutions were ones that provided the best value to the city.

From a financial perspective, ABM was able to produce simple and easy to understand charts, clearly outlining the deferred maintenance liability and additional costs associated with maintaining the status quo.

ABM maintained integrity throughout the process ensuring all state and local procurement rules were identified and followed. They facilitated the contract discussions to ensure all questions brought forward by me and the city's legal counsel were sufficiently addressed.

Their account executive assisted me with preparation for City Council presentations and on a few occasions Rob was asked to present directly at Council Meetings and Workshops in order to educate and inform the city's elected officials.

A great deal of effort is required to bring a program of this magnitude from the idea phase to an executable contract. I am grateful for the team of professionals that ABM provided to turn this concept into reality for the City. Our city facilities are now in the best condition that they have been in for a very long time resulting in improved working conditions for city employees and visitors. Strong leadership and persistence is required and I am confident in recommending ABM as your partner.

If you have any questions, please feel free to call me.

Sincerely,



Bob Gordon, P.E.
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