GESA Project

March 9, 2020
Team Introductions

DAVE McNALLY
PROJECT MANAGER

OBJECTIVE
Dave will provide Project Management for your Project. He will be responsible for managing the planning, execution, and completion of assigned projects. This includes taking a lead role in project financial planning and management, scheduling, material procurement, and the coordination of resources, both internally and externally, to ensure projects are completed on-time, under budget, and with customer satisfaction in mind.

These responsibilities will include weekly meetings with the District as well as Construction Manager Dennis Paul.

RECENT PROJECTS
FOREST AREA SCHOOL DISTRICT
2019 - $720k
KANE AREA SCHOOL DISTRICT
2018 - $6.6 M
QUAKER VALLEY SCHOOL DISTRICT
2018 - $1 M
SMETHPORT AREA SCHOOL DISTRICT
2018 - $6 M
PENNS MANOR AREA SCHOOL DISTRICT
2018 - $7.3 M
ALLEGHENY-CLARION VALLEY SCHOOL DISTRICT
2012 - $5.3 M

PHASES OF INVOLVEMENT
- Energy Audit
- Project Development
- Construction
- Measurement and Verification

NICK MINOTTI
PROJECT DEVELOPMENT ENGINEER

OBJECTIVE
Nick will work with Mr. Dickson to conduct field surveys to assess existing conditions, assessing customer needs and problem analysis, and preparing equipment and material specifications for purchasing, design and layout of HVAC, Plumbing/Piping systems. Nick will work with subcontractors to develop final project scope as well as determine the amount of savings generated by the individual Energy Conservation Measures. Nick has provided Development Engineering for numerous projects and is a key component in assisting the District to determine what energy conservation Measures are included in the project.

RECENT PROJECTS
FOREST AREA SCHOOL DISTRICT
2017 & 19 - $4.6 M
KANE AREA SCHOOL DISTRICT
2016 - $6.6 M
QUAKER VALLEY SCHOOL DISTRICT
2013-2019 - $1.3 M
ALLEGHENY-CLARION VALLEY SCHOOL DISTRICT
2018 - $5.8 M
PHILIBURG OSCEOLA AREA SCHOOL DISTRICT
2017 - $1 M

PHASES OF INVOLVEMENT
- Energy Audit
- Project Development
- Construction
- Measurement and Verification
Team Introductions

DOUG BOSWELL, PE
MECHANICAL ENGINEER

OBJECTIVE
Doug’s diverse background includes expertise with project delivery, estimating & financial analysis, conceptual design, audits & project development, pre-construction coordination and performance assurance. Doug will be responsible for overseeing all engineering tasks, including load calculations, equipment procurement, and HVAC / Plumbing design. He works with the client and the energy services team to provide mechanical solutions to building systems.

RECENT PROJECTS
KANE AREA SCHOOL DISTRICT
2018 - $4.6 M
ALLEGHENY-CLARION VALLEY SCHOOL DISTRICT
2018 - $5.3 M
SMETHPORT AREA SCHOOL DISTRICT
2018 - $4 M
CLEARFIELD AREA SCHOOL DISTRICT
2017 - $2.8 M

PHASES OF INVOLVEMENT
Energy Audit
Project Development
Construction
Measurement and Verification

ACHIEVEMENTS
Professional Engineer, Pennsylvania and Virginia
Accredited Professional, Leadership in Energy and Environmental Design (LEED AP), USGBC

ERIC PETRAZIO
ACCOUNT EXECUTIVE

OBJECTIVE
Eric will be the primary conduit between the customer and the project development team. This includes communicating project goals to the entire team, including all listed subcontractors, as well as managing the engineering effort, assist with securing project financing, and negotiate the contract. With over 7 years of performance-based construction, Eric is able to streamline the project development process by communicating the detailed approach to technical and non-technical decision makers.

These responsibilities will include engineering, design and coordination tasks for successful project completion.

RECENT PROJECTS
FOREST AREA SCHOOL DISTRICT
2019 - $725k
KANE AREA SCHOOL DISTRICT
2018 - $6.6 M
QUAKER VALLEY SCHOOL DISTRICT
2018 - $1 M
SMETHPORT AREA SCHOOL DISTRICT
2018 - $6 M
PENN MANOR AREA SCHOOL DISTRICT
2018 - $7.2 M
ALLEGHENY-CLARION VALLEY SCHOOL DISTRICT
2018 - $5.3 M

PHASES OF INVOLVEMENT
Energy Audit
Project Development
Construction
Measurement and Verification
McClure Company is a **Mechanical, Construction Management, Planning and Engineering firm** that specializes in renovation work AND possesses the ability to **self perform mechanical construction**.

**Expertise**
- Founded in 1953
- In-House Engineering Design, Contracting, Installation, & Maintenance
- Non-proprietary, flexible solutions
- Accredited National Energy Service Provider (NAESCO)

**Reputation**
- One of PA’s largest, multi-faceted firms: construction management, engineering, contracting & maintenance
- Implemented over 180 energy projects with K-12
- 100% success rate with local guaranteed energy savings projects

**Local**
- Headquartered in Harrisburg with full-service offices in Pittsburgh, Wilkes-Barre, State College, and Williamsport, totaling 300+ local employees
- Neighboring success stories include Forest Area, Allegheny-Clarion Valley, Kane Area, and Smethport Area School Districts and DCNR State Parks.

**Success**
- Engineering News Record: Top 50 National Contractor
- Governor’s Award for Environmental Excellence
- Design Build Institute of America: Innovation Awards
- Keystone Energy Award
- Mid-Atlantic Craftsmanship and Safety Awards
The McClure Difference

Unique Company Offerings

Service Departments
- Exclusive access to McClure’s HVAC technicians
- Discounted Preventative Maintenance and Other Mechanical Services
- Service Costs can be wrapped into the ESCO project

Open Book Financials
- Access to Financial Records & Project Costs
- Administer Bidding Process & Bid Sharing

3-Year Project Warranty
- Standard Project Warranties are Typically 1-Year

Measurement & Verification Options
- M&V Services: In-House McClure Staff or 3rd Party
- No Long-Term Contracts (1 Year)
- Comprehensive District Review of M&V Options/Procedures
- Data driven, Accurate Savings Projections

Mechanical, Plumbing and Electrical Engineering
- In-house Engineering Services
- Provides Project Continuity
- Open Communication Process Streamlines Construction

Non-Brand Specific & HVAC Purchasing Power
- McClure doesn’t represent any manufacturers
- Economical, Flexible, and Reduced Cost Solutions
- Leverage McClure’s HVAC Equipment Purchasing Power
Experience and Expertise

K-12 Expertise

- Energy Projects
- Engineering Consultant
- Renovations
- Additions
- Renewable Energy Projects
- Feasibility Studies
- Long Term Capital Planning
- Life Safety
- ADA Compliance
- Space Planning
- Mechanical, Electrical and Plumbing (MEP)
- Emergency Service
- Preventative Maintenance

“The McClure team has been easy to work with and very honest in dealing with any construction issues (they keep their word and truly own the contract). All their employees have been very professional and are knowledgeable in their areas of expertise. I would highly recommend McClure based on our experience. We look for them to be a long-term partner with our energy management team.”

Scott Antoline
Director of Finance and Operations
Quaker Valley SD
Experience and Expertise

K-12 References

Forest Area School District
ESCO Project (2017)
Cost: $3,892,560
20-Year Savings: $7,759,925

Project Highlights
- Initial cost reduction of $1,600,000 through GESA contract
- Addressed East Forest School HVAC Upgrades, Lighting Upgrades, and Window Replacement
- McClure designed a new HVAC system that reduced the overall project cost, retained high quality components and provided $1.1M+ in guaranteed energy savings

Kane Area School District
ESCO Project (2018)
Cost: $6,648,032
20-Year Savings: $9,168,736

Project Highlights
- Implemented a heated sidewalk utilizing the excess heat from the District’s Bio-Mass Boiler System.
- Assessed the High School’s safety and security by in building a new canopy security vestibule
- Through proper planning and execution, McClure was able to implement most of the work during the summer months to avoid disruptions to the learning environment

Smethport Area School District
ESCO Project (2018)
Cost: $5,998,329
20-Year Savings: $9,794,835

Project Highlights
- Assisted the District to identify their needs through a collaborative Investment Grade Audit
- Upgrades included bathroom renovations, HVAC, Lighting, Security, Flooring, Entryway redesigns
- The relationship between McClure and the District’s Financial Council allowed them to leverage the best possible financing mechanism reducing the impact upon the District

Overview | Strategy | Unique
# Building Energy Profile

## PENNCREST SCHOOL DISTRICT

<table>
<thead>
<tr>
<th>Building</th>
<th>Building Area (Sq. Ft.)</th>
<th>Annual Electric Costs</th>
<th>Annual Gas Costs</th>
<th>Total Water/Sewage Costs</th>
<th>Total Utility Costs</th>
<th>Energy Cost Index ($ per Sq. Ft.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MES</td>
<td>87,040</td>
<td>$39,165.51</td>
<td>$30,553.41</td>
<td>$</td>
<td>$69,718.92</td>
<td>$0.80</td>
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<tr>
<td>MHS</td>
<td>128,000</td>
<td>$51,954.27</td>
<td>$26,877.92</td>
<td>$</td>
<td>$78,832.19</td>
<td>$0.62</td>
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<tr>
<td>SES</td>
<td>83,800</td>
<td>$41,732.38</td>
<td>$21,058.86</td>
<td>$5,317.81</td>
<td>$68,109.05</td>
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<tr>
<td>SHS</td>
<td>133,000</td>
<td>$71,503.93</td>
<td>$24,406.76</td>
<td>$5,073.30</td>
<td>$100,983.99</td>
<td>$0.76</td>
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<tr>
<td><strong>CS Complex</strong></td>
<td><strong>187,400</strong></td>
<td><strong>$66,118.45</strong></td>
<td><strong>$62,479.74</strong></td>
<td><strong>$34,255.90</strong></td>
<td><strong>$162,854.09</strong></td>
<td><strong>$0.87</strong></td>
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<tr>
<td>CSES</td>
<td>68,000</td>
<td>$25,271.14</td>
<td>-</td>
<td>$14,868.07</td>
<td>$40,139.21</td>
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<tr>
<td>CSHS</td>
<td>119,400</td>
<td>$40,847.31</td>
<td>$62,479.74</td>
<td>$19,387.83</td>
<td>$122,714.88</td>
<td>$1.03</td>
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<tr>
<td><strong>Totals</strong></td>
<td><strong>619,240</strong></td>
<td><strong>$270,474.54</strong></td>
<td><strong>$165,376.69</strong></td>
<td><strong>$44,647.01</strong></td>
<td><strong>$480,498.24</strong></td>
<td><strong>$0.78</strong></td>
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</tbody>
</table>

* Combined energy user for Cambridge Springs High and Elementary Schools

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**Overview**  |  **Strategy**  |  **Unique**
# Project Scope

## PENNCREST School District

### Campus Feasibility Cost and Savings Matrix

<table>
<thead>
<tr>
<th>ID</th>
<th>Energy Conservation Measures</th>
<th>Saegertown Ele</th>
<th>Saegertown HS</th>
<th>Maplewood Ele</th>
<th>Maplewood HS</th>
<th>Cambridge Springs HS</th>
<th>Cambridge Springs Ele</th>
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<tbody>
<tr>
<td>1</td>
<td>Interior/Exterior Lighting Upgrades</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>2</td>
<td>Building Wide Envelope and Sealing</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>3</td>
<td>District Digital Control Packages</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<td>4</td>
<td>Central Plant inc. Domestic Hot Water, Pumps and VFD's</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>5</td>
<td>Domestic Hot Water Plant including Pumps and VFD's</td>
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<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
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<tr>
<td>6</td>
<td>Classroom Unit Ventilators and Terminal Heating Equipment</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<td>7</td>
<td>Large Group Heating and Cooling Systems</td>
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<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<td>8</td>
<td>Exhaust and Ventilation Systems</td>
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<td>X</td>
<td>X</td>
<td>X</td>
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<td>X</td>
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<tr>
<td>9</td>
<td>Door Replacements with Key Fob Security Systems</td>
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<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
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<tr>
<td>11</td>
<td>Cooling Upgrades for select Classroom areas (300 Wing)</td>
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<td></td>
<td></td>
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<tr>
<td>12</td>
<td>Water Fountain Bottle Fill Systems with Bubblers</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<td>13</td>
<td>Entry Resdesign with ADA access and Security Upgrades</td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>14</td>
<td>Asbestos Removal and Flooring Upgrades</td>
<td></td>
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<td></td>
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<tr>
<td>15</td>
<td>Windows and Glass Package</td>
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<td></td>
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<td>X</td>
<td></td>
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<tr>
<td>16</td>
<td>Plumbing and Piping Fixes</td>
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<td>17</td>
<td>Abandoned Equipment Removal</td>
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<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>

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**Overview | Strategy | Unique**
Execution Plan
Preliminary Project Schedule

- District Approves McClure as ITS Partner
- Investment Grade Audit Kick Off
- Estimating and Engineering Begins
- Building and Ground Meeting
- Project Coordination
- Phase I Investment Grade Audit Delivery
- Building and Grounds Meeting
- Phase I Project Kick Off
- District Board of Education Vote
- HVAC, Electric and General Contracting Work Commences
- Phase II Kick Off Meeting
- Phase I Completion
CASE STUDIES
CASE STUDY

Forest Area School District

ENERGY CONSERVATION MEASURES

1. Building-wide HVAC Upgrade
2. New Domestic Hot Water Heater
3. Ceiling & Flooring Replacements
4. Electrical Improvements
5. LED Lighting Upgrades
6. Windows Replacements and Building Envelope Upgrades
7. Security Vestibules
8. Building Automation Upgrades

Energy and non-energy related improvements

FASD was faced with a need for facility wide upgrades at their East Forest School that extended beyond the traditional “energy” upgrades. Renovations included windows, lighting, ceiling tiles, flooring, complete HVAC replacement, and security vestibule. McClure Company devised a work plan and proposal that met the District’s expectations. Furthermore, through proper planning and execution, we were able to implement most of the work during the summer months to avoid disruptions to the learning environment.

Contract Type

20 Year Term

Project Highlights

180,370 Square Feet
HVAC Replacements
Windows
Security

A&E Budget

$7.5 - $8.0M

Contract Amount

$3,892,560

Savings Summary

$246,211 guaranteed in first year utility, operational and avoided capital savings
$7,759,925 guaranteed over the term of the program (20 Years)
CASE STUDY

Kane Area School District

ENERGY CONSERVATION MEASURES
1. High School HVAC and DDC
2. Classrooms and Laboratories
3. Bathroom Renovations
4. Window Replacements
5. LED Lighting Upgrades
6. Building Envelope
7. Security Vestibule
8. Building Automation Upgrades

Energy and non-energy related improvements

KASD was faced with a need for facility wide upgrades at their East Forest School that extended beyond the traditional “energy” upgrades. Renovations included windows, lighting, Chemistry and Science Labs, Bathroom Renovations, HVAC replacement, and a canopy security vestibule. McClure Company also implemented a heated sidewalk utilizing the excess heat from the District’s Bio-Mass Boiler Systems. Furthermore, through proper planning and execution, we were able to implement most of the work during the summer months to avoid disruptions to the learning environment.

Contract Type
20 Year Term

Project Highlights
- 257,110 Square Feet
- HVAC Replacements
- Windows
- Security

Contract Amount
$6,640,320

Savings Summary
$382,030 guaranteed in first year utility, operational and avoided capital savings
$9,168,736 guaranteed over the term of the program (20 Years)
CASE STUDY

Allegheny-Clarion Valley School District

ENERGY CONSERVATION MEASURES

1. Building-wide HVAC Upgrade
2. HS Roof Re-Coating and Replacements
3. Elementary Window Replacements
4. HVAC Controls
5. LED Lighting Upgrades
6. Building Envelope Upgrades
7. Secure Entrances & Vestibules
8. Science and Lab Room Renovations

Utilizing ACT 39 to address infrastructural needs

Allegheny-Clarion Valley School District had gone over 20 years since their last major renovation. The District was faced with aging HVAC assets, a failing high school roof and failing elementary school windows. The District elected to partner with McClure Company to design a project that not only met the requirements of their infrastructural needs but also ensure that the District maintained budget integrity. With a contract of Approximately $5.28M the District will reallocate over $7,197,467 over the full length of the contract. The first-year energy savings exceeded the project guarantee by over $15,000.

Contract Type
20 Year Term

Project Highlights
Jr. / Sr. High School and Elementary School
198,635 Square Feet
HVAC Replacements
Classroom Renovations
Roof Re-Coating

Contract Amount
$5,274,632

Savings Summary
$346,396
guaranteed in first year
utility, operational and capital avoidance
savings
$7,197,467
guaranteed over the term of the program
(20 Years)