

Volume I – Technical Submission

Response to Request for Quotes for A Guaranteed Energy Savings Project At:

**Pennsylvania Department of Conservation
& Natural Resources
State Parks and Forests, Eastern Region**



Project No. GESA 2022-1
Contract No. DGS GESA 2022-1

Christopher Stultz, PE
Manager of Energy Services Project Development
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August 17, 2022

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August 17, 2022

Ms. Becky Tomlinson
DGS Energy and Resource Management
401 North Street
Suite 403 North Office Building
Harrisburg, PA 17120

**RE: Response to Request for Quotes for a Guaranteed Energy Savings Project for DCNR, Eastern Region
Project No. GESA 2022-1**

Dear Selection Committee Members,

McClure Company is pleased to submit our proposal response to assist the Department of General Services and the Department of Conservation & Natural Resources, State Parks and Forests, Eastern Region. Since its founding nearly 70 years ago, Pennsylvania based McClure Company has built a solid reputation in engineering, performance, construction, and service to its customers.

We are the Commonwealth's leading provider of Guaranteed Energy Savings Agreements where we are approaching \$1 Billion of delivered and highly successful GESA projects.

Our team is most known for our ability to conceptualize, engineer and construct projects under adverse conditions whether it be emergency repairs, constricted schedules, remote locations, numerous sites and any combination thereof.

Through this RFQ process, in addition to the stipulated Core ECMs (Energy Conservation Measures), we have also developed a multitude of additional project scope enhancing ECMs for further consideration by the DGS and DCNR East Region teams, including preliminary studies of **Solar Photovoltaic Systems**. As of August 12th, 2022, the Federal Government passed the **Inflation Reduction Act**, which includes significant financial benefits related to solar PV systems. One major area of interest is the ability for **government entities, like DCNR, to capture the tax credits directly**. In a nutshell, this means DCNR could capture the tax benefits similar to a private entity without entering into a Power Purchase Agreement (PPA). We acknowledge PPA's have been an issue for state agencies in the past so these new IRS regulations could avoid those issues moving forward.

We acknowledge receipt of all four (4) DGS issued project Bulletins and confirm that our proposal is valid for 180 calendar days from the date of submission. Thank you in advance for considering McClure Company. We look forward to discussing our proposed solutions.


*The primary point of contact for questions or
Notification regarding the submitted response is:*

Christopher R. Stultz, PE
Manager of Energy Services Project Development
chrisstultz@mcclureco.com
717.232.9743 x3838

*The primary person authorized to bind the
company and conduct contract negotiations:*

Shayne A. Homan, PE
Vice President, Energy Services
shaynehoman@mcclureco.com
717.232.9743 x2936

Sincerely,



Christopher R. Stultz, PE
Manager of Energy Services Project Development

APPENDIX A | QUOTE SIGNATURE PAGE

QUOTE SIGNATURE

Offeror's Representations and Authorizations. Offeror by signing on the signature page and submitting its Quote understands, represents, acknowledges, and certifies that:

1. All information provided by, and representations made by, the Offeror in the Quote are material and important and will be relied upon by the Issuing Office in awarding the contract(s). Any misstatement shall be treated as fraudulent concealment from the Issuing Office of the true facts relating to the submission of this Quote. A misrepresentation shall be punishable under 18 Pa. C.S. § 4904.
2. No attempt has been made or will be made to induce any firm or person to refrain from submitting a Quote on this contract, or to submit a Quote higher than this Quote, or to submit any intentionally high or noncompetitive Quote or other form of complementary Quote.
3. The Quote is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Quote.
4. To the best knowledge of the person signing the Quote for the Offeror, the Offeror, its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last four (4) years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding or proposing on any public contract, except as disclosed by the Offeror in its Quote.
5. To the best of the knowledge of the person signing the Quote for the Offeror and except as otherwise disclosed by the Offeror in its Quote, the Offeror has no outstanding, delinquent obligations to the Commonwealth including, but not limited to, any state tax liability not being contested on appeal or other obligation of the Offeror that is owed to the Commonwealth.
6. The Offeror is not currently under suspension or debarment by the Commonwealth, or any other state, or the federal government. If the Offeror has received, within three years of the issuance of this RFQ, a Notice of Default from the Commonwealth, other state or the federal government, then the Offeror shall submit, as part of the Technical Submission, seven copies of a written explanation of why such Notice of Default was issued. This written explanation shall not exceed 1 sheet (2 pages) and shall not count towards the sheet and page limit established for the Technical Submission of the Quote.
7. The Offeror has not, under separate contract with the Issuing Office, made any recommendations to the Issuing Office concerning the need for the services described in the Quote or the specifications for the services described in the Quote.
8. Each Offeror, by submitting its Quote, authorizes all Commonwealth agencies to release to the Commonwealth information related to liabilities to the Commonwealth including, but not limited to, taxes, unemployment compensation, and workers' compensation liabilities.

9. Until the awarded GESA Contractor receives a fully executed and approved written contract from the Issuing Office there is no legal and valid contract, in law or in equity, and the GESA Contractor should not begin to perform.
10. The total energy savings projected in the final scope of work will be at least 95% of the savings projected in the Quote and that the project will be self-funded over the financial term of the project (maximum term of 18 years.)
11. Offeror agrees and certifies in accordance with the enclosed Commonwealth of Pennsylvania:
 - Nondiscrimination/Sexual Harassment Clause
 - Tax Liability Certification
 - Americans Disabilities Act
 - GESA Contractor Integrity Provisions
 - GESA Contractor Responsibility Provisions
 - Environmental Statement
 - Compliance with State and Federal Statutes, Rules and Regulations
 - Non-Collusion Affidavit

I am authorized to sign this Quote on behalf of the Offeror, and I agree and state that McClure Company (Name of Firm) understands and acknowledges that the above representations are material and important and will be relied upon by the Department of General Services in awarding the contract(s) for which this Quote is submitted. I understand, and my firm understands, that any misstatement shall be treated as fraudulent concealment from the Department of General Services of the true facts relating to the submission of this Quote.



Signature

Shayne A. Homan

Print Name Legibly

Vice President of Energy Services

Title

APPENDIX B | NON-COLLUSION AFFIDAVIT

NONCOLLUSION AFFIDAVIT

DGS Project Number: GESA 2022-1

State of Pennsylvania :

County of Dauphin : s.s.

I state that I am the Vice President (Title) of McClure Company (Name of Firm) and that I am authorized to make this affidavit on behalf of my firm, and its owners, directors, and officers. I am the person responsible in my firm for the prices(s) and the amount of this Quote.

I state that:

1. The price(s) and amount of this Quote have been arrived at independently and without consultation, communication or agreement with any other contractor, Offeror, or potential Offeror.
2. Neither the price(s) nor the amount of this Quote, and neither the approximate price(s) nor approximate amount of this Quote, have been disclosed to any other firm or person who is an Offeror or potential Offeror, and they will not be disclosed before the Quote submission date.
3. No attempt has been made or will be made to induce any firm or person to refrain from proposing on this contract, or to submit a Quote higher than this Quote, or to submit any intentionally high or noncompetitive Quote or other form of complementary Quote.
4. The Quote of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Quote.
5. McClure Company (Name of Firm) its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last four years been convicted or found liable for any act prohibited by state or federal law in any jurisdiction, involving conspiracy or collusion with respect to proposing and/or bidding on any public contract, except as follows:

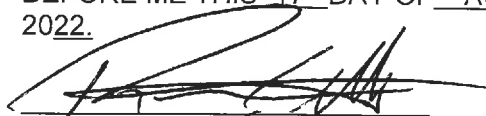
I state that McClure Company (Name of Firm) understands and acknowledges that the above representations are material and important and will be relied upon by the Department of General Services in awarding the contract(s) for which this Quote is submitted. I understand, and my firm understands, that any misstatement in this affidavit is and shall be treated as fraudulent concealment from the Department of General Services of the true facts relating to the submission of this Quote.


(Signature)

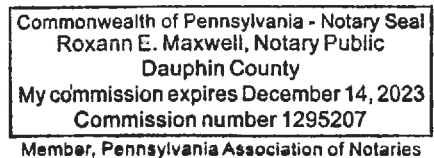
Shayne A. Homan
(Signatory's Printed Name)

Vice President, Energy Services
(Signatory's Title)

SWORN TO AND SUBSCRIBED
BEFORE ME THIS 17th DAY OF AUGUST,
2022.


Notary Public

My Commission Expires 12/14/23



APPENDIX C | WORKERS PROTECTION FORM



WORKER PROTECTION AND INVESTMENT CERTIFICATION FORM


A. Pursuant to Executive Order 2021-06, *Worker Protection and Investment* (October 21, 2021), the Commonwealth is responsible for ensuring that every worker in Pennsylvania has a safe and healthy work environment and the protections afforded them through labor laws. To that end, contractors and grantees of the Commonwealth must certify that they are in compliance with Pennsylvania's Unemployment Compensation Law, Workers' Compensation Law, and all applicable Pennsylvania state labor and workforce safety laws including, but not limited to:

1. Construction Workplace Misclassification Act
2. Employment of Minors Child Labor Act
3. Minimum Wage Act
4. Prevailing Wage Act
5. Equal Pay Law
6. Employer to Pay Employment Medical Examination Fee Act
7. Seasonal Farm Labor Act
8. Wage Payment and Collection Law
9. Industrial Homework Law
10. Construction Industry Employee Verification Act
11. Act 102: Prohibition on Excessive Overtime in Healthcare
12. Apprenticeship and Training Act
13. Inspection of Employment Records Law

B. Pennsylvania law establishes penalties for providing false certifications, including contract termination; and three-year ineligibility to bid on contracts under 62 Pa. C.S. § 531 (Debarment or suspension).

CERTIFICATION

I, the official named below, certify I am duly authorized to execute this certification on behalf of the contractor/grantee identified below, and certify that the contractor/grantee identified below is compliant with applicable Pennsylvania state labor and workplace safety laws, including, but not limited to, those listed in Paragraph A, above. I understand that I must report any change in the contractor/grantee's compliance status to the Purchasing Agency immediately. I further confirm and understand that this Certification is subject to the provisions and penalties of 18 Pa. C.S. § 4904 (Unsworn falsification to authorities).

	August 17, 2022
Signature	Date
Shayne A. Homan	
Name (Printed)	
Vice President, Energy Services	
Title of Certifying Official (Printed)	
McClure Company	
Contractor/Grantee Name (Printed)	

EXECUTIVE SUMMARY



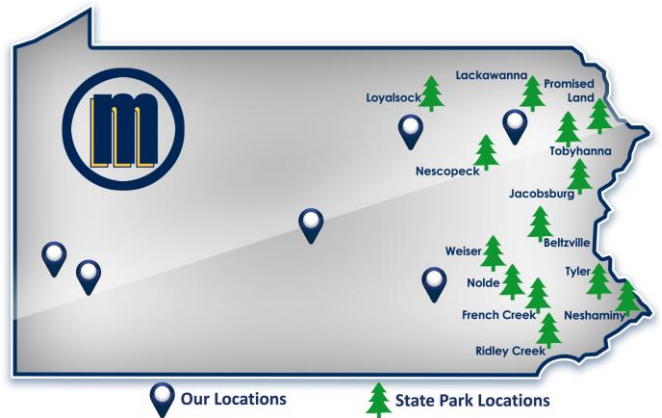
Executive Summary



McClure Company is pleased to submit our proposal in response to the DCNR Eastern Region Request for Quotes issued by the PA Department of a General Services for a Guaranteed Energy Savings Agreement project.

Founded nearly 70 years ago, McClure Company has built a solid reputation in engineering, performance, construction, and service. We are widely recognized for our flexibility, trusted reputation, and progressive ideas.

As the only fully integrated mechanical Energy Services Company in Pennsylvania, *McClure Company's unique ability to self-perform mechanical construction eliminates the need to subcontract this work, resulting in one or fewer layers of markup for significant cost savings.*



We have 3 full-service engineering, construction, and mechanical service offices located within the Eastern Region



DCNR East Proposal Highlights

Our team has developed two preliminary design options for evaluation and consideration, herein referenced as Design Options 1 and 2.

DESIGN OPTION 1

Focused on the RFQ Core ECMs plus other ECMs that will further enhance the project financials. Design Option 1 is self-funded from energy savings and project revenue streams, with no operational, maintenance, or energy relate cost savings to satisfy RFQ section 2.6C1d.

DESIGN OPTION 2

Expands the offerings of Option 1 to include additional sites/buildings within the Core ECMs, and site-specific scopes to address aging or failed infrastructure. This includes controls, fuel switches, equipment replacement, recommissioning, as well as innovative scopes such as renewable energy, battery storage, and electric vehicle charging.

DESIGN OPTION 1 HIGHLIGHTS

- Core General ECMs at Major Sites (43 scopes/sites total)
- Targeted Infrastructure Upgrades at Ridley Creek Manion, Nolde Forest Mansion, and Tobyhanna Main Office
- Expansion or New Solar Installations at French Creek, Lackawanna, Promised Land, Tyler, and Loyalsock
- Recommissioning of Existing Systems at all Sites in lieu of Replacements

DESIGN OPTION 2 HIGHLIGHTS

- Additional Sites for Core General ECMs (75 scopes/sites total)
- Additional Infrastructure Upgrades at French Creek, Lackawanna, Neshaminy, Tyler, Beltzville, and Promised Land
- Additional Resiliency Upgrades including Generators or Battery Back Up Systems
- Electric Vehicle Charging Stations with Options for Solar and Battery Support

Extensive DCNR Design & Engineering Experience

Recent – DCNR Central Region

From the RFQ in 2018, McClure Company was selected to complete a comprehensive IGA, and ultimately implement, a \$16M project featuring a variety of ECMs at over 90 sites. Advanced scopes included wastewater processing at Mount Pisgah, system commissioning at Bald Eagle, and region wide upgrades to Cabins and Cottages to add cooling. During construction McClure also assisted DCNR in addressing Notices of Violation and Certificates of Occupancy for many sites. As a lessons learned, this experience will become part of our IGA study to identify and include the solutions as part of the final program prior to construction.

Assigned Project Leaders



Shawn Skethway
Project Manager



Chris Stultz, PE
Manager, Project Development



Doug Boswell
Sr. Project Engineer

The team leaders at left are responsible for working with DGS and DCNR from through all phases of the GESA project. Each has extensive past experience with DCNR in the Central Region and other DGS projects, leveraging that knowledge to lead teams responsible for development, engineering, and construction.

OVER \$135M WORTH OF CUSTOMIZED GESA SOLUTIONS TO 20+ PA GESA PROJECTS

- Penn DOT (currently under construction)
- Capitol Complex (currently under construction)
- DCNR Central Region
29 State Parks and 15 Forest Districts
- DGS Capitol Complex
- PA DPW – Selinsgrove Center (2 Phases)
- PA DPW – White Haven
- York County
- Lackawanna County
- Luzerne County
- Northampton County



EXPERIENCE & REPUTATION



STRENGTH & RESOURCES



SERVICES & SOLUTIONS

About McClure Company

Of keynote is the passing of the Inflation Reduction Act of 2022 and its impact to renewable solutions, primarily solar. The Act would allow for non-taxed entities to utilize the Investment Tax Credit to offset investments. Additionally, the ITC is set to increase from 26% to 30%, meaning larger opportunities for public entities without the need for 3rd party involvement. Specifically, at DCNR Eastern Region, this leads to the ability for expanded solar offerings to be studied during the IGA to combat energy price escalations currently being implemented by all providers.



69 Years

Construction,
Engineering,
Maintenance &
Energy Services



550+

Office Professionals,
Union Craft Employees
& Service Technicians



\$185M

3-Year Average
Annual Revenue



\$700M

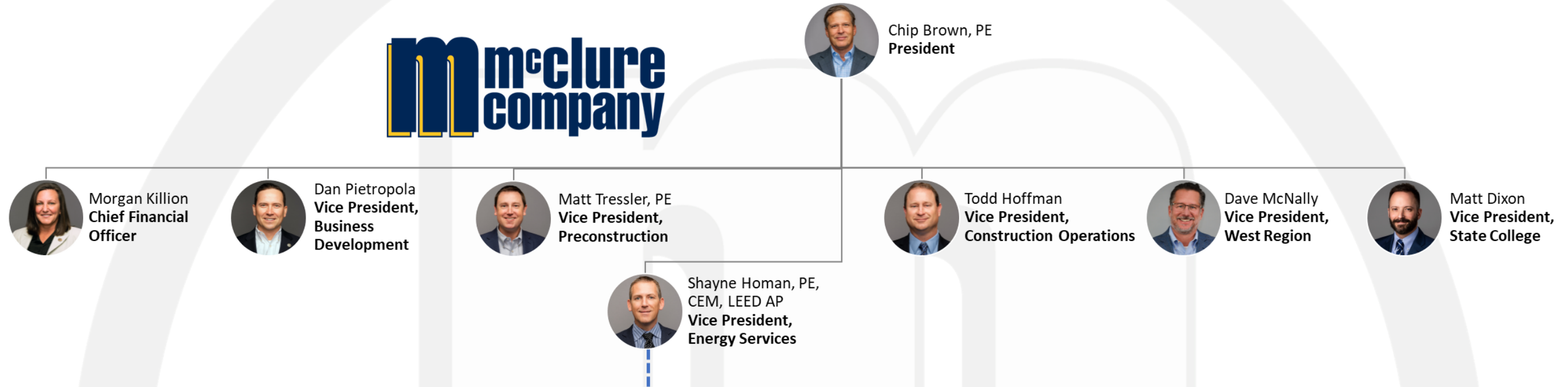
Measured & Verified
Energy Savings for
Public Entities

Design, engineering, construction, and maintenance under one roof = MORE VALUE FOR OUR CUSTOMERS

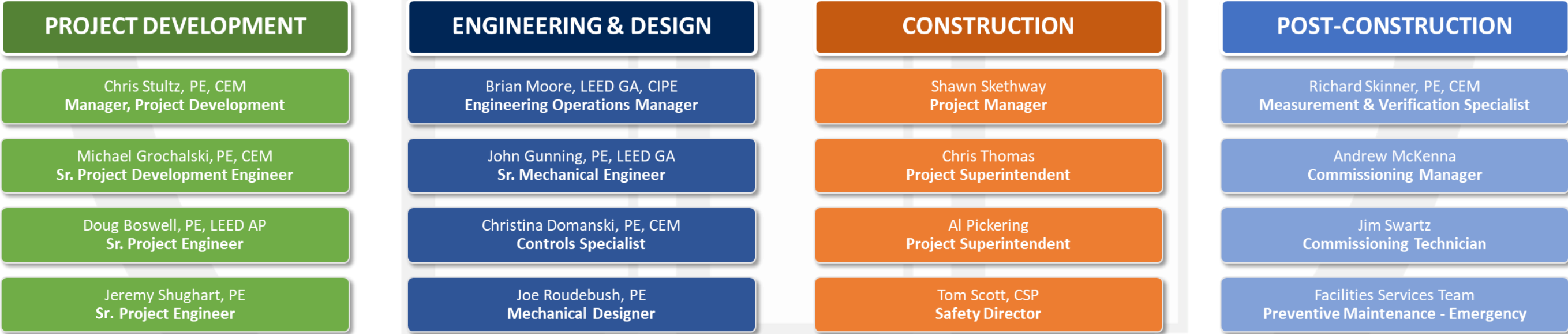
2-5.1 | PROJECT MANAGEMENT TEAM OVERVIEW



A Project Team Organizational Chart



DCNR pennsylvania DEPARTMENT OF CONSERVATION AND NATURAL RESOURCES EAST REGION PROJECT MANAGEMENT TEAM



B

Offeror described the assignment of responsibilities for major tasks, the interrelationship and management structure of overall Team, including history or working relationship between Offeror and selected Subcontractors on GESA projects, and the process utilized in selecting subcontractors.

Below is a list of key McClure Company team members to be engaged with this project. Our entire team resides in Pennsylvania, has a strong work history serving the Commonwealth, and brings leading industry expertise and resources to deliver a successful program at DCNR Eastern Region, GESA 2022-1.

Table 2-5.1B.1 – Key Team Members Assigned to DCNR Eastern Region

Team Members	Responsibility for Major Tasks	Interrelationship & Internal Structure
Shayne Homan, PE, CEM, Vice President	Shayne is responsible for overseeing engineering, design, and coordination tasks. Shayne will communicate project goals to the entire team, including all subcontractors, as well as manage the engineering effort and negotiate the contract. Shayne has over 20 years of PA GESA industry experience.	Direct point-of-contact to the Commonwealth. Works with team to ensure seamless communication
Christopher Stultz, PE, CEM, Manager, Project Development	Chris will manage the development team, performing utility analysis and energy audits to identify and qualify technical energy conservation measures (ECMs). Chris will design the ECMs, with focus on the performance savings, costs, and technical specifications. Chris has over 12 years of PA GESA industry experience.	Directly manages all project development team members, aligning efforts with Homan
Mike Grochalski, PE, CEM, Sr. Project Development Engineer	Mike will utilize his 9 years of engineering experience to develop ECMs related to Mechanical/ Electrical/Plumbing (MEP), HVAC, and alternative and renewable energy systems. His responsibilities include site audits, development, design, specification and layout of MEP, HVAC and related systems.	Works with the development team and reports to Stultz
Doug Boswell, PE, LEED AP, Sr. Project Engineer	Doug will utilize his 19 years of engineering experience to develop ECMs related to Mechanical/ Electrical/Plumbing (MEP), HVAC, and alternative and renewable energy systems. His responsibilities include site audits, development, design, specification and layout of MEP, HVAC and related systems.	Works with the development team and reports to Stultz
Jeremy Shughart, PE, Sr. Project Engineer	Jeremy will support the coordination of project subcontractors, scheduling, and job pre-construction planning from system start-up to final completion of the project. Jeremy has over 23 years of experience.	Works with the development team and reports to Stultz
John Gunning, PE, LEED GA, Sr, Mechanical Engineer	John’s responsibilities include field verification, engineering tasks, cooling / heating load calculations and piping and ductwork design. John has over 22 years of experience	Works with the design team and reports to Stultz
Christina Domanski, PE, Controls Specialist	Christina will oversee the building automation system design and sequencing of the selected energy conservation measures (ECMs). She also works closely with the Commissioning manager and M&V program reporting. Christina has over 16 years of PA GESA industry experience.	Works with the design team and reports to Stultz
Shawn Skethway Project Manager	Shawn will serve as the project’s primary and full time Project Manager. He is a 23-year McClure Company employee and has direct experience managing many complex multi trade projects.	Manages construction and subcontractors. Reports to Homan
Thomas / Pickering Project Superintendents	AI will be responsible for coordinating and facilitating on-site mechanical construction and oversee subcontractors.	Manages construction. Reports to Skethway
Tom Scott, CSP Safety Director	Tom will be involved in all aspects of safety including preplanning, establishing uniform safety requirements, periodic site safety inspections, investigations, training and ensuring compliance with McClure’s written Safety Program and OSHA.	Manages construction safety, reports to Homan
Richard Skinner, PE, M&V Specialist	Richard will be responsible for coordinating the measurement and verification of the energy conservation measures (ECMs), and accurately record and analyze pre- and post-retrofit energy use.	Coordinates M&V and reports to Stultz
Andrew McKenna, Project Commissioning	Andrew will coordinate commissioning and accurately record results, analyze the entire process, and oversee all subcontractor commissioning collection. Andrew has over 15 years of PA GESA industry experience.	Manages commissioning and reports to Stultz

Subcontractor Selection

McClure Company primarily implements GESA projects in Pennsylvania, so we have an extensive network of local subcontractors and partners. Our internal process for selecting and onboarding subcontractors is extremely diligent. This diligent process is by design because each subcontractor is a direct extension of McClure Company, and we want to ensure every component of our team is prepared to deliver a project on time and of the highest quality. In general, our selection process can be broken down into (4) focus segments as shown in **Table 2-5.1B.2**:

Table 2-5.1B.2 – Subcontractor Selection Criteria

Safety and Clearances	Project Knowledge & References	Delivery Plan & Staffing	Financials
Safety for our clients, employees, and subcontractors is paramount. Each party must agree to our stringent Safety Protocols and Metrics including but not limited to an EMR of less than 1.0 and TRIR. Each proposed work force must also meet all clearances acceptable to McClure and the Client.	When selecting a Subcontractor, our internal team conducts in depth reviews of potential partners, including requests for previous project references, review of detailed scope of work, and asks each partner to illustrate why they are the best fit for this project if part of a competitive process.	Prior to contract award, our subcontractors must provide a detailed work and staffing plan. They must demonstrate how they are going to meet our often accelerated construction schedule and their willingness to adhere to our construction management protocols.	Initial cost is important, but it is not our single deciding factor. Once the other criteria are met, our team spends a significant amount of time de-scoping each of our partner’s scope of work to ensure it aligns with the project at hand, including impacts to not only first cost, but life cycle cost through energy and operation savings.

C1 Offeror described assignment of responsibilities for various Project tasks for this Project to specific individuals.

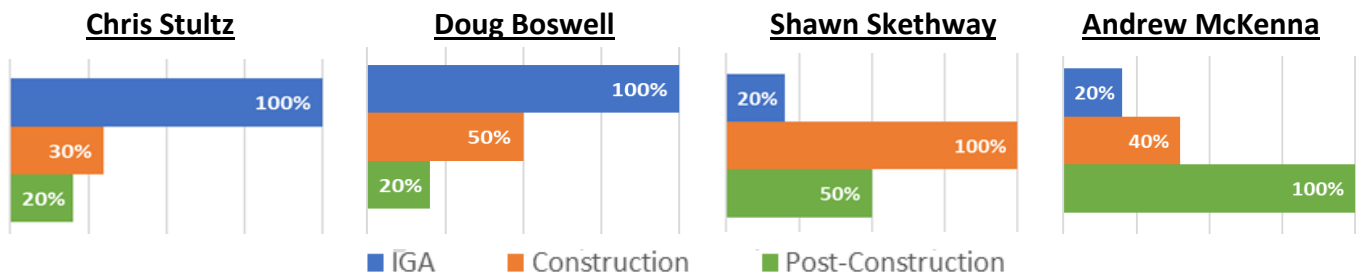
A key component of our success providing PA GESA solutions and serving municipal clients is ensuring our team approaches each phase of the project with a clear assignment of responsibilities. McClure’s project execution team is organized with a built-in overlap of staff for each project task, thus ensuring that significant oversight is provided throughout each phase of the project and that each task is properly addressed in a timely and effective manner. **Table 2-5.1C1** on the following page illustrates the breakdown of responsibilities.

Table 2-5.1C1 – Assignment of Responsibilities for Assigned Project Team

TASK/TEAM MEMBER	Shayne Homan	Chris Stultz	Mike Grochalski	Doug Boswell	Jeremy Shughart	Christina Domanski	Shawn Skethway	Thomas / Pickering	Tom Scott	Richard Skinner	Andrew McKenna
Prelim. Audit	✓	✓	✓	✓	✓	✓					
Prelim. Energy Analysis		✓	✓							✓	✓
Prelim. Cost Estimating		✓	✓	✓	✓	✓					
Prelim. Sub. Selection		✓	✓	✓	✓		✓	✓			
RFQ Assembly	✓	✓		✓						✓	
Detailed Facility Audit		✓	✓	✓	✓	✓	✓	✓			✓
Detailed Energy Analysis		✓	✓							✓	✓
Final Cost Estimating		✓		✓	✓		✓				
Final Sub. Selection		✓	✓	✓	✓		✓				
Energy Audit Report	✓	✓		✓			✓		✓	✓	
Contract Administration	✓	✓									
Engineering Design Phase			✓	✓	✓						
Equipment Procurement							✓	✓			
Subcontractor Design Phase		✓	✓	✓	✓		✓				
Design Review & Permitting		✓		✓	✓	✓	✓	✓			✓
Coordination Meetings	✓	✓		✓		✓	✓	✓	✓		
Mobilization							✓	✓	✓		
Project Installation	✓						✓	✓	✓		
Project Meetings		✓		✓			✓	✓	✓		
Project Safety Analysis	✓						✓	✓	✓		✓
QA/QC & Commissioning						✓	✓	✓	✓		✓
Punch List & Project Closeout						✓	✓	✓	✓	✓	✓
As-Built Drawings				✓	✓	✓	✓		✓		✓
Owner Training				✓	✓	✓	✓	✓	✓	✓	✓
On-Going M&V	✓	✓				✓				✓	✓

C2 Offeror provided percentage of time key personnel are assigned to this Project.

Chart 2-5.1C2 – Percentage of Time for Key Personnel



C3

Offeror described ability to manage construction, repairs, regular service, and emergencies effectively.

Construction Management Experience

McClure Company's Energy Services division, the same division responsible for this project, is one of PA's premier multi trade construction managers. Our team has extensive experience in planning, expediting, and constructing multi trade projects simultaneously that often include roofing, windows, additions, HVAC, electrical, plumbing, etc.

These multi trade projects not only happen within themselves but also simultaneously to many other projects under construction. On average, we concurrently implement (20) multi trade GESA projects that range from \$1 million to \$30 million each.

We're also the only CM in PA with the ability to self-perform mechanical construction. The latter statement is powerful considering the amount of mechanical construction needs for DCNR Eastern Region. By self-performing this work, we gain significant control over the schedule and cost of the mechanical work. Where others simply subcontract and markup 2 or more times, we only markup once since it's our direct labor force, equating to greater scopes at traditionally lessor costs and single point accountability.

Repairs, Preventative Service & Emergency Service

McClure Company directly employs (90) professional repair and maintenance technicians, making us the largest preventative maintenance and emergency service provider in PA. We take great pride in investing in this division to make sure we have the highest level of staff, training and technology as this division often serves as the continuation of the construction project. Our team is trained and certified on more than 70 products and equipment, including OEM chillers, boilers, Building Automation Systems, refrigeration compressors and more.



Direct Experience with DCNR

McClure Company has extensive experience with DGS and DCNR, not only in preventative and emergency services throughout the Commonwealth from any one of our six locations, but also as a trusted design, energy, and engineering partner through the recent DCNR Central GESA project. Using our unique approach, geographical office locations, and leveraging years of past service support for many of the Parks and Forest Districts, McClure expanded our partnership with DCNR through the implementation of over \$16 million dollars of energy and operational savings project scopes to improve infrastructure and reduce energy or cost inefficiencies throughout central Pennsylvania.

D

Offeror described commitment of Project Team.

McClure Company is committed to providing the engineering, construction, and post-construction team identified on Table 2-5.1B.1. **Furthermore, our internal and external resources are far deeper than what is included in this proposal. Due to page limits of the RFQ, we did not include each resource on our depth chart. We can assure DCNR we will assign all additional resources necessary to provide a high-quality delivery and experience.**

2-5.2 | WORK PLAN



A

Offeror describes technical plan for completing the Project.

For this proposal, McClure is providing two initial options for consideration, Design Option 1 and Design Option 2. Design Option 1 focuses on the requirements of RFQ section 2.6C1d to provide a self funding program. Both options are designed to maximize the available savings mechanisms allowed within this RFQ, including additional enhancements our team feels would benefit further study or inclusion. Both options and the ECMs included within each option are shown below in Table 2-5.2.1.

Table 2-5.2.1 – ECM Descriptions

ECM ID	ECM Type	ECM Description	Design Option 1 Included	Design Option 2 Included
1	Core	Lighting Upgrades	X	X
2	Core	Building Weatherization	X	X
3	Core	Heating Fuel Conversion	X	X ¹
4	Core	Pipe Insulation	X	X
5	Core	HVAC Upgrades	X	X ¹
6	Core	Water Conservation	X	X ¹
7	Core	Window AC Unit Replacements	X	X ¹
Ridley Creek State Park				
8	Core	Mansion Chiller Replacement	X	X
9	Core	Mansion Controls & Recommissioning	X	X
10	Core	PA Resources Council Controls & Recommissioning		X
Nolde Forest Environmental Education Center				
11	Core	Mansion HVAC Upgrades	X	X
French Creek State Park				
12	Core	Residence HVAC Upgrades		X
13	Core	Main Office HVAC Upgrades		X
14	Core	Main Office Domestic Hot Water Upgrades		X
15	Core	Main Office Solar	X	X
Lackawanna State Park				
16	Core	Geothermal Recommissioning	X	X
17	Core	Energy Recovery Unit Controls & Recommissioning		X
18	Core	Solar	X	X
19	Core	Maintenance Garage Heating Radiant		
20	Core	Residence HVAC Upgrades		X
Neshaminy State Park				
21	Core	Maintenance Building Clerestory Windows	X	X
22	Core	Maintenance Building Pool Modifications		
23	Core	Manager's Residence HVAC Upgrades		X
Tyler State Park				
24	Core	Park Office HVAC Upgrades		X

ECM ID	ECM Type	ECM Description	Design Option 1 Included	Design Option 2 Included
Toboyhanna State Park				
25	Core	Main Office HVAC Upgrades	X	X
26	Core	Booster Pump Upgrades		
27	Core	Office Domestic Hot Water System Upgrades	X	X
28	Core	Beach House Domestic Hot Water System Upgrades		
29	Core	Maintenance Building HVAC Upgrades (Carpenter Shop)	X	X
30	Core	Residence HVAC Upgrades	X	X
Beltzville State Park				
31	Core	Park Office HVAC Upgrades		X
Promised Land State Park				
32	Core	Park Office Generator		X
33	Core	Maintenance Building HVAC Upgrades		X
34	Core	Maintenance Building Controls Upgrades		X
35	Core	Treatment Plant Solar	X	X
36	Core	Treatment Plant Controls Upgrades	X	X
37	Core	Day Use Area Controls Upgrades	X	X
38	Core	Day Use Area Domestic Hot Water System Upgrades		
39	Core	Pickerel Point Bathroom Heating		X
40	Core	Pickerel Point Cottages Heating		X
41	Core	Park Water System Upgrades	X	X
Nescopeck State Park				
42	Core	Geothermal Recommissioning	X	X
43	Core	Lobby Destratification Fans		X
44	Core	Sewage Bill Deduct - Removed by Bulletin 3		
Weiser State Forest				
45	Core	Recommissioning		
46	Core	Bear Gap Insulation		X
Loyalsock State Forest				
47	Core	Recommissioning	X	X
48	Core	Surge Suppression System		X
49	Core	Solar	X	X

ECM ID	ECM Type	ECM Description	Design Option 1 Included	Design Option 2 Included
50	Core	Office Sand Mound Pump & Controls		
51	Core	Maintenance Office HVAC Upgrades	X	X
52	Core	Oil Storage Building Relocation		X
McClure Alternate Scopes				
53	Alt	Ridley Creek State Park Mansion Chilled Water Pumps		X
54	Alt	Ridley Creek State Park Mansion Plantation Wing HVAC Upgrades	X	X
55	Alt	Ridley Creek State Park Mansion Window Upgrades		X
56	Alt	Nolde Forest Environmental Education Center Generator Upgrades		X
57	Alt	Jacobsburg Environmental Education Center Recommissioning HVAC System	X	X
58	Alt	Jacobsburg Environmental Education Center Residence HVAC Upgrades		X

ECM ID	ECM Type	ECM Description	Design Option 1 Included	Design Option 2 Included
59	Alt	Jacobsburg Environmental Education Center Maintenance Building Boiler Upgrades		X
60	Alt	French Creek State Park Modern Cabins HVAC Upgrades (Cooling)		X
61	Alt	French Creek State Park Sewage Treatment Lift Station Battery System		X
62	Alt	Tyler State Park Sewage Lift Station		
63	Alt	Tyler State Park Solar	X	X
64	Alt	Tobyhanna State Park Grinder Pump		
65	Alt	Promised Land State Park Main Office HVAC Upgrades		X
66	Alt	RFQ Sites General Recommissioning	X	
67	Alt	Electric Vehicle Charging Stations		X

¹ Includes Design Option 1 sites plus additional sites

For purposes of this proposal, our described Work Plan is based on **Design Option 2**. Once a final project scope is selected through the Investment Grade Audit process, our final Work Plan will be adjusted accordingly.

1 Offeror demonstrated thorough understanding of the design process.

Having previously completed multiple GESA solutions serving the Commonwealth, McClure has a thorough understanding of the Commonwealth’s GESA Project Design Manual, process, and expectations. Through our direct experience, as outlined below, we have a full understanding of how to work with the individual Agencies and the DGS Energy team to keep the process moving and ultimately get under contract and construction.

1. **Initial Design Process Meeting:** Introduction and review of requirements, procedures and approval process with DGS and DCNR.
2. **Re-Occurring Design Meetings:** Presentation and facilitation of design decisions and energy measures with DGS and DCNR.
3. **Design Progress Meetings:** Strategic review with DGS and DCNR of detailed design work, project schedule, and installation
4. **Design Approval:** Obtain approval of all local, state, federal and other regulatory agencies with jurisdiction, including Certificates of Occupancy
5. **Investment Grade Audit Report:** Submission of final design, costs, and savings of each measure
6. **Final Project Acceptance:** Acceptance by the Commonwealth of the final project scope

GESA Completed Construction

Recently we completed the construction phase for a GESA project with DCNR at a contract value of over \$16 million. This project is a testament to our detailed attention to planning and execution as it involves approximately (95) individual construction sites. The large number of sites was also challenging for the Investment Grade Audit phase, but through a diligent and collaborative effort with DCNR and DGS, we were able to expedite the process.



GESA In Process Construction

Currently, we are in the implementation phase for both PennDOT and DGS Capitol Complex. These IGAs were complete in 2021 and started construction in early 2022 valued at \$23 million and \$29 million. The same key team members and process will be leveraged for the DCNR Eastern Region opportunity as for the projects listed above.

We are responsible for the entire process and understand that we are accountable for the results it produces. To ensure a more streamlined process, our team will always maintain open lines of communications with DCNR and DGS throughout each phase of the project.



2 Offeror identified potential design issues.

Presented below are some potential design issues related to this project. However, with over 69 years of design/build construction experience working within PA we are confident that we can properly address and avoid these issues and ensure that they do not adversely affect the DCNR Eastern Region GESA project.

Potential Issues	Proposed Solutions
Design Team Collaboration & Communication	<ul style="list-style-type: none"> Establish open communication with DGS, DCNR, and any other parties involved with ECM engineering design reviews and approvals Early identification of priorities, resources and budget will be established with the design team
Distributed Working at DCNR Sites	<ul style="list-style-type: none"> Identify and categorize parks with similar assets, structures, and needs to develop solutions Identify repeatable, modular solutions allowing for rapid development at each site
Subcontractor Involvement and Schedule	<ul style="list-style-type: none"> Construction insight from subcontractors and their specialized knowledge will be employed early on in addition to comprehensive safety / asbestos plans Teamwork and clear, continuous communication with all subcontract partners will prevail throughout the entire project life cycle
Design of Facility Lighting and Sensors	<ul style="list-style-type: none"> Glare and luminous efficacy shall be carefully considered, in addition to maximizing lumens per watt, while maintaining specified color temperatures Budget & integration into certain spaces are considered and measured for lighting & occupancy sensors
System Functionality and Simplicity	<ul style="list-style-type: none"> Design of proper systems while integrating standard expectations of maintenance and operation to limit complicated equipment for local staff Utilize best available technologies applied to each site for highest level of operational success
Volatile Energy, Equipment and Labor Markets	<ul style="list-style-type: none"> Continually review energy trends and fuel options for sites to meet cost reduction goals in addition to pure energy savings. Identify missing utility information for proper analysis. Maintain design strategies and identify long lead time items for preconstruction planning Utilizing our internal labor force and self-performance capabilities, strategically select scopes based on unique labor requirements to minimize impacts to costs.

3 Offeror described how the Team will manage and execute the Project.

For this section, we will break the Project down into (2) main components; 1) Investment Grade Audit (IGA) and 2) Construction / Close Out.

Manage Project - Investment Grade Audit Phase

Chris Stultz will be directly responsible for managing all aspects of the IGA process. Chris has extensive experience with the GESA Design Manual and the overall DGS process for getting the IGA from conception to completion. He

will be at the helm of the team laid out in Section 2-5.1 and will assign resources accordingly. We will employ the same process that has worked extremely well on other Commonwealth GESA projects such as DCNR Central Region, PennDOT, DHS Selinsgrove Center and the Capitol Complex.

Execute Project - Investment Grade Audit Phase

This is the phase where McClure Company differs greatly compared to competing Energy Services Companies. Rather than rush through the IGA development to get to a construction contract, our team implements a true iterative and collaborative effort. At certain intervals, all project stakeholders are brought into the process so the team can make educated decisions on how to best move forward to the next milestone. At these milestones, our IGA team will present our findings to date, associated risks, financial impacts along with recommendations to move forward.

Our process has been proven to expedite the IGA execution time because it diminishes follow up questions and addressing misunderstanding of how the final scope of work was derived. The entire team was a part of the process upfront, therefore the final product is delivered as expected.

Manage Project - Construction Phase

As part of the IGA phase, our team also begins to identify construction hurdles such as necessary shutdowns, space access, phasing, etc. Our full time Project Manager is involved in the IGA development, and his involvement will begin to ramp up as the IGA comes to a close.

Once the IGA is complete, the PM will begin the onboarding process of our strategic partners / subcontractors. This process is further described in Section 2-5.1.B. Before any construction begins, the PM will also identify and coordinate the following:

- ✔ Security Clearances for All Workers
- ✔ Equipment and Material Laydown Areas
- ✔ On Site Office Location
- ✔ Set Weekly Meetings
- ✔ Scheduling Deliveries
- ✔ On Site Security
- ✔ Safety Plan

Execute Project - Construction Phase

As presented under **Section 2-5.1 (A) Organization Chart**, our team is organized with an overlap of key staff for various project tasks and responsibilities, providing redundant oversight by McClure professionals for each project phase. This Quality Control/Quality Assurance (QA/QC) type approach towards Project Management ensures that each facet of the project is properly overseen and addressed to the highest standard.

To ensure project execution is successfully implemented, McClure Company has dedicated a full-time Construction Manager and two Superintendents to the DCNR Eastern Region project. They will lead our implementation efforts during the project's Construction phase and will have the full support and resources of McClure Company available to them. They will be a constant presence during project construction and execution, managing all construction activities, and properly coordinating all subcontractors, installations, and equipment/material deliveries with DCNR staff prior to commencing any work.

Safety and security of all individuals are a priority for our Construction Management team, and they will administer our Safety Plan, which will be customized specifically for the DCNR Eastern Region project. An important part of our coordination meetings involves planning and incorporating safety practices into each upcoming task and project, helping to avoid injuries, contamination, and ensure safe & secure working environments. This team will be readily available to DCNR throughout the entire process and will work to identify and address risk factors associated with each scope of work.

4

Offeror addressed early construction packages, long lead items and phases of construction.

Based upon our proposed Design Option 2 program, McClure has identified early construction packages, long lead items and the phases of construction utilizing internal standards and industry best practices. This assessment is vital in

today’s market with the ever-changing cost and lead time for equipment and labor. Note, all products, materials, equipment, and system components will be reviewed with DCNR Eastern Region prior to installation.

Early Construction Packages

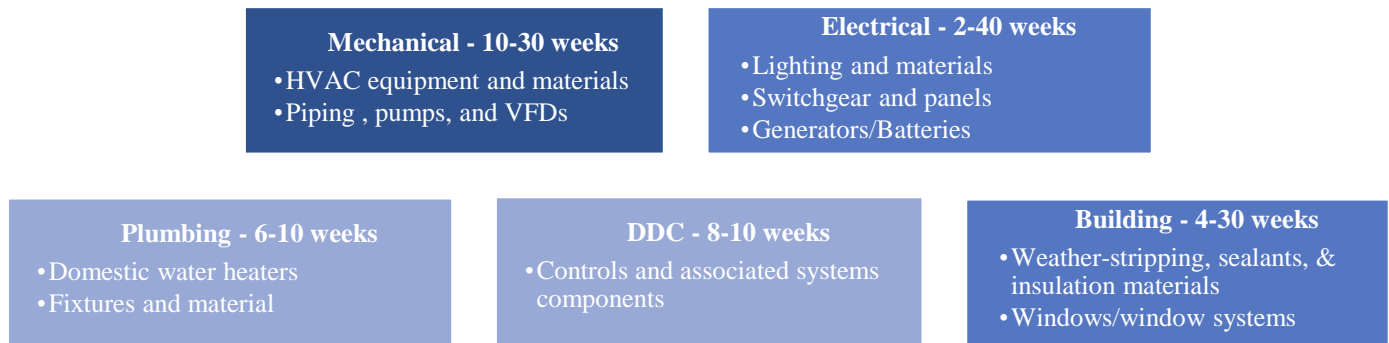
McClure Company has conducted significant research and due diligence towards preparing detailed construction packages for this project, which are assembled and estimated utilizing multiple local manufacturers and vendors. Our efforts have resulted in being able to provide the Commonwealth with accurate pricing and construction planning for each ECM. During the design phase, construction packages will be reassessed and estimated.

Long Lead Items

Lead times for project related equipment, materials, and technology have been assessed, especially for larger HVAC equipment and accessories, and these durations have been factored into McClure’s preliminary construction schedules. McClure Company will regularly check in with equipment and material vendors, suppliers, and manufacturers during the IGA phase and commencement of the Construction phase to ensure lead times are accurate and on schedule. During the design phase, lead times and schedules will be reassessed and properly coordinated with DCNR and DGS.

Preliminary construction packages with estimated current lead times identified include:

Construction Phases



Upon acceptance of the IGA report by the Commonwealth, and our receipt of the Notice to Proceed from DGS, McClure Company will move into the Construction Phase of the project. As presented under **Table 2-5.1C1 – Assignment of Responsibilities for Assigned Project Team** and within **Chart 2-5.1C2 – Percentage of Time for Key Personnel**, McClure approaches Construction through two distinct phases: 1) the Pre-Construction Phase, which addresses ECM design, equipment & subcontractor procurements, reviews, and coordination meetings, and 2) the Construction phase that implements the scope-of-work associated with each ECM. Following all construction activities, McClure’s Post-Construction Services would then commence, which involves commissioning, training of DCNR staff, M&V, delivery of as-built drawings, and other services.

Phasing of the project is an early focus of McClure Company. Depending on the final scope, McClure Company may need to phase mechanical related scopes of the project to minimize disruption to DCNR Eastern Region during heating and cooling seasons. This is especially important for facilities serving the public to minimize impact to day to day activities or reservations.

5

Offeror demonstrated understanding of critical material and equipment and why they are critical, timing/lead times for acquisition and how they will be managed.

McClure Company understands the importance of having critical material and equipment ready and available at the project site during construction, the timing/lead-time associated with acquisition and delivery, and how to professionally manage the entire process to ensure streamlined, timely deliveries. In the ever-changing procurement world, given the current market variables, determining the lead times is difficult, with many items projected beyond 18 weeks due to

supply chain or labor shortages. Nearly all scopes proposed have equipment or material that will require oversight to maintain critical path activities.

Process for Managing Critical Items

As the IGA is completed, McClure Company’s in-house engineering and procurement team can fast track critical long lead time items (i.e., chillers, boilers, HVAC equipment, electrical switchgear, etc.) through a Notice to Proceed (NTP). A NTP is limited to procurement of specific identified equipment and allows for those items to be procured while overall engineering and design is completed. Our team has followed this process with great success including DHS Selinsgrove Center, DCNR and most recently DGS Capitol Complex.

6

Offeror demonstrated understanding of construction challenges and proposed solutions.

The challenge of implementing any program within distributed DCNR locations is ensuring proper coordination amongst all parties and that work does not interfere with DCNR operations; aligning construction schedules with DCNR staff, daily operations, all installing subcontractors, and product & material deliveries. Construction of each ECM consists of implementing a diverse project scope throughout multiple properties over a wide area, which in many cases, will need to occur in parallel with each other. McClure has the local, PA-based Construction Management resources and expertise to dedicate to a GESA project of this magnitude and overcome these challenges while achieving defined project milestones. Maintaining open lines of communication with all involved parties is essential. If work is not properly coordinated or communicated with DCNR staff, installation time can be wasted, or product and material deliveries could be missed and remain unsecured, all of which will adversely impact the project. To mitigate this challenge, McClure Company has dedicated a Construction Management team having extensive experience working with PA municipal clients throughout the State, and which have a deep understanding of logistical and operational procedures needed to deliver a successful GESA program. In addition, McClure will utilize its six (6) full-service offices located throughout PA to support the DCNR GESA program. This team will professionally manage all construction efforts, which are based upon industry “best practices” when working within public facility environments.

Table 2-5.2.6 General DCNR Eastern Region Construction Challenges

Construction Challenges	Proposed Solutions
Holistic Upgrades Across Multiple Site Locations for Large Area Sites	<ul style="list-style-type: none"> Identify & categorize parks with similar assets, structures, & needs to develop solutions and planning including repeatable solutions Identify durations of any required systems shut-downs with DCNR staff to ensure proper protocols are taken & critical spaces are addressed
Construction and Material Storage in Public Facilities During Occupancy	<ul style="list-style-type: none"> Schedule routine construction meetings with DCNR staff. Communicate & coordinate with all stakeholders to safely & securely complete work/store materials Define & coordinate appropriate site layout and laydown areas that will provide contractors space needed for storage and preplanning
Hazardous / Asbestos Materials	<ul style="list-style-type: none"> Utilize prior identification & removal experience of Asbestos and Hazardous material to safely & securely remediate affected materials Coordinate all testing & sampling with the state’s environmental consultant & budget the costs of testing / sampling into project cost
Seasonal Working Environments	<ul style="list-style-type: none"> Through scheduling & work planning with DCNR staff, identify work scope to be installed during off season, or shut down periods Safely plan any work required during off season with considerations for weather and site conditions impacts Identify contingency plans of action for work not able to be completed due to environmental impacts and delays
Certificates of Occupancy & Permits	<ul style="list-style-type: none"> During the IGA, identify sites needing CoO’s or remedial work to allow for permitting and final occupancy status Develop scopes & budgets to resolve any notices of violation Incorporate necessary scopes to meet CoO or permitting needs

7

Offeror thoroughly described a construction plan, including site operations, logistics, lay down area, and included a detailed discussion on how the Offeror will accomplish the work within a fully occupied environment.

Our team will provide full time, on-site construction management services throughout the entire Construction phase of the project. These services include:

- ✔ Permitting
- ✔ On Time procurement & delivery of equipment & materials
- ✔ Administering the project's Quality Control/Assurance (QA/QC) program
- ✔ Safety Plans
- ✔ Managing all project subcontract partners
- ✔ Coordinating systems start-ups and commissioning
- ✔ Scheduling System Training for DCNR Staff
- ✔ Facilitating delivery of As-Built drawings and O&M manuals

For our daily on-site efforts, McClure's Construction Management team can work from a McClure Company regional mobile office based at one centrally located site. This provision will help control overall project costs while enabling McClure to provide more effective management and oversight of daily construction activities. From this on-site office/trailer, our team will organize appropriate site layout and laydown areas where materials/equipment can be safely and securely be delivered and unloaded.

All construction will be properly coordinated with DCNR staff prior to the start of any work. McClure Project Manager (Shawn Skethway) will lead this effort, which is designed to minimize any negative impact on DCNR facilities, staff, or visitors. This will be accomplished successfully by McClure maintaining open line of communication and holding weekly construction meetings on-site with representatives of DCNR, subcontractors, and McClure's Construction Manager, Superintendent, and other supporting team members. These meetings will clearly define all work activities currently being undertaken and for the future work week, status of schedule, and provide a look-ahead schedule outlining construction for the next 4 weeks. All work will be properly coordinated during these meetings and will include an open dialogue to discuss strategies that can better streamline construction efforts, schedules, arrangement of subcontractor escorts, or to address any project related issues.

8

Offeror explained how construction coordination and meetings will be carried out with the Funding Agency, the site(s) and DGS.

Construction and coordination meetings will be carried out as follows:

1 – Project Kick Off Meetings

Project Kick off Meetings occur when we start an installation of an individual ECM. These meetings are attended by the facility management staff, subcontractor project managers, and McClure Company project managers. We review the installation schedule from the confirmed scope of work, coordinating day-to-day activities with the facility through McClure on site supervisors. This includes review of worker facility policies, safety requirements, security coordination, and daily reports.

2 – Customer Progress Meetings

Customer Progress Meetings occur weekly or bi-weekly based on the amount of activity on the project site. These meetings are attended by McClure Company's project management and engineering team, facility site team, funding agency, and DGS administrators. The agenda for these meetings includes safety, ECM review, measurement & verification review, project look ahead schedule, and daily work activities. Progress Meetings provide an overall summary of installation progress and project activities.

3 – Subcontractor Meetings

Subcontractor Meetings occur on a weekly and as needed basis between McClure Company project staff, DCNR Eastern Region staff, and subcontractor(s). These meetings review the workflow of daily on-site activities and address/resolve any project issues.

4 – Close Out Meetings

Close Out Meetings occur at the completion of an energy conservation measure to ensure all systems are fully operational for DCNR Eastern Region. These meetings are attended by the facility management staff, McClure Company project management, and the subcontractor. The subcontractor will provide a review and summary of all work to ensure the entire ECM scope has been completed. We also review the operation and maintenance manuals, warranty applications/procedures, training, and complete project sign off documents with the appropriate person.

9

Offeror discussed Project Safety Plan, Management and Monitoring.

Safety Plan

A thorough plan will be developed during the GESA IGA phase, designed to ensure health and safety for all building occupants and workers. We are committed to achieving 100% compliance to all established health and safety plan standards, policies, and protocols. This plan will be applied to all subcontract partners working at DCNR Eastern Region and will be reviewed weekly with them and DCNR staff during construction meetings held at the site. McClure's safety management policy will assign and hold employees accountable for safe work practices. Safety audits will occur periodically to ensure compliance with OSHA, State, and DCNR safety guidelines and McClure safety policies.

Management

Management of the project's Safety Plan will be administered by our on-site Superintendent and Pandemic Safety Officer with oversight by the Project Manager. This will be accomplished through weekly toolbox training and site-specific safety notifications and discussions, based upon phase and the working environment. We have a full-time Safety Director, Tom Scott, who oversees our safety program. Mr. Scott will provide administrative oversight throughout each phase of the DCNR Eastern Region GESA project.

Safety Monitoring

Safety monitoring of energy use will be provided by our on-site Superintendent and company Safety Director. Daily walkthroughs to document, investigate and train personnel on proper safety guidelines will occur. Lockout procedures, fall protection procedures, confined spaces training and abatement for hazardous materials will be closely monitored.



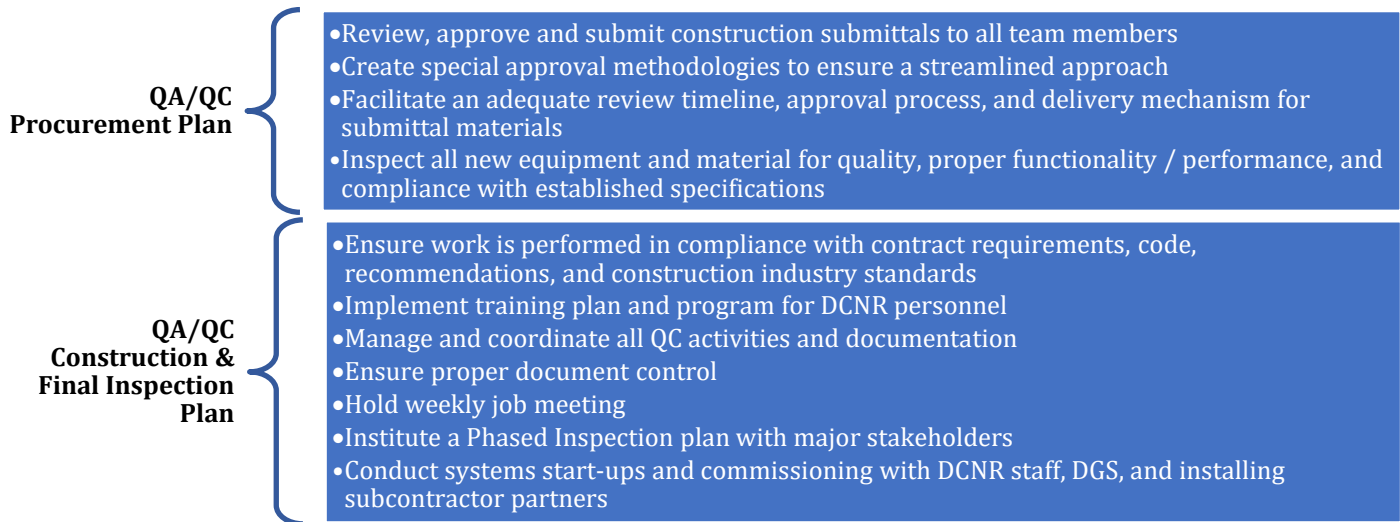
McClure Company's Best-in-Class Safety Program Includes:

- ✔ Continuous improvement by measuring leading and lagging indicator
- ✔ Defined roles for effective leadership and accountability on every job site
- ✔ Safety commitment starting at the top, with employee involvement expected at every level

10

Offeror discussed an effective QA/QC plan.

McClure Company has an effective Quality Assurance/Quality Control (QA/QC) plan for procurement and construction and is driven to ensure that all work is safely implemented to DCNR and DGS standards and satisfaction. This plan will be administered by McClure's Construction Manager throughout the project's construction phase, and includes:



11 Offeror demonstrated understanding of the close out process for training of personnel, manuals, Occupancy Permits, commissioning, and final closeout.

McClure has a demonstrated understanding of the close-out process for training of DCNR personnel, manuals, occupancy permits, commissioning, and final close-out, as shown below. These items will be expanded upon during the IGA phase.

Training

McClure Company will train the current DCNR staff to properly operate, utilize, monitor, and maintain the installed systems. This is a critical component of the GESA program as it ensures the persistence of guaranteed savings over the long-term. McClure will customize its training program for DCNR Eastern Region’s identified staff based upon all newly installed equipment, systems, and technology. This program will commence during the Commissioning process, which includes participation by DCNR staff, and continue with scheduled training sessions over the contract term. Training sessions will be coordinated and held in a classroom setting at DCNR Eastern Region sites and will include a review of O&M manuals from the Original Equipment Manufacturer (OEM) and as-built drawings. Video of the training sessions may also be provided for future training use by DCNR. Upon completion of each training session, certificates will be issued to DCNR staff demonstrating their understanding of the proper operation, maintenance, and monitoring of the newly installed systems. Re-training of DCNR Eastern Region staff will be provided as needed or requested over the contract term.

Manuals

By combining new & existing O&M documentation, a master operation & maintenance manual will be created for DCNR Eastern Region staff.

Occupancy Permits

McClure will facilitate all code required inspections for legal compliance. In addition, McClure intends to review the facilities in which work is proposed for existing permits during the IGA to preemptively address issues that could impact construction.

Commissioning

McClure will develop, optimize, and implement a commissioning plan by ECM. This process will focus and ensure system functionality, optimization, longevity, reliability, and efficiency. Staff from McClure, DCNR Eastern Region, and subcontract partners will participate in the Commissioning process. This is an integral part of the commencement of the commencement of the Training program.

Final Close Out

All warranty information and undocumented changes post-design will be recorded and delivered to DCNR Eastern Region at project closeout.

2-5.3A | RFQ Project Schedule



1

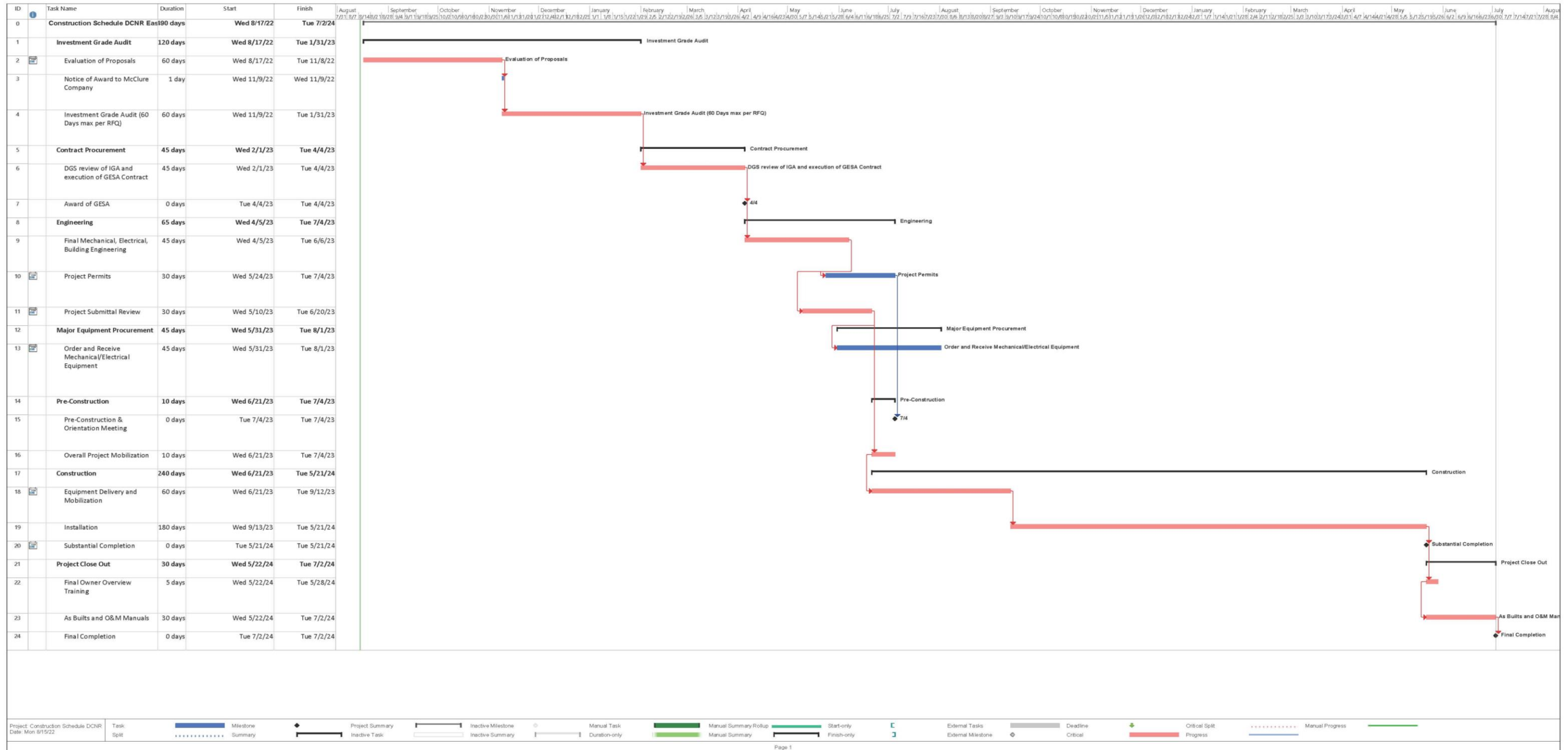
Narrative clearly identifies and discusses critical aspects of the schedule, associated risks, and the process to ensure achievement of critical milestone dates.

McClure Company has identified critical aspects of the schedule, including the associated risks, and how our team’s process will ensure achievement of critical milestone dates. Presented below is a narrative of our project schedule, which discusses the challenges of the schedule and proposed solutions. McClure will define project milestones and complete the project with minimal or no disruption to DCNR Eastern Region’s daily operations. Our Project Manager will assume direct responsibility of coordinating the Project Schedule with all stakeholders, and track and manage the critical path milestones. Within 30 days of the contract start date, McClure will complete an updated Critical Path Method (CPM) Schedule of the forecasted construction progress schedule, providing DCNR Eastern Region with a look-ahead timetable of next steps.

McClure’s team process to ensure achievement of critical milestone dates is paramount. One critical step in the team process approach is to review the final schedule with the Commonwealth. This step will help develop and confirm the best means, methods, and durations to execute each schedule task and the effect of the task within each facilities’ occupied areas. Each energy conservation measure (ECM) will be carefully coordinated and executed, by phase, with all parties and subcontractors involved through weekly project meetings and on-going group communication. McClure understands that proper planning and increased communication are two major factors in ensuring a successful, expedited schedule.

2 Offeror sets forth a logical progression of critical path, including at least the Notice of Selection, duration and submission of the Investment Grade Audit, execution of GESA Contract, permit submission and approval dates, durations of on-site work, scheduling of start-up and testing of equipment, commissioning, and training of personnel.

Figure 2-5.3A1 – Preliminary Construction Schedule Based on Major ECMs



3

Offeror integrates and coordinates construction with local utilities, subcontractors, equipment suppliers and Funding Agency facility personnel.

McClure Company’s Critical Path Method (CPM) schedule administered by our on-site Construction Management team integrates and coordinates construction with all local utilities, subcontractors, equipment / material suppliers and DCNR facility personnel. Project coordination is organized to safely streamline construction with limited impact on DCNR Eastern Region operations. The table featured below summarizes McClure’s integration and coordination techniques that will be undertaken with the respective project entities:

Entity	Project Schedule Integration and Coordination Techniques
System Integration	McClure Company will assist with the necessary control system integration or conversion for existing and selected upgrades. McClure will provide troubleshooting, commissioning support, and monitoring to supplement the services provided by the control’s provider.
Subcontractors	McClure will incorporate and coordinate all subcontractor schedules and critical path items. McClure will communicate and revise the schedule weekly and create a forum for open issues.
Equipment Suppliers	Equipment submittal review and lead times will be evaluated and integrated into the schedule. Equipment production, shipping, and site arrival will be carefully monitored and documented.
DCNR Eastern Region Personnel	DCNR Eastern Region personnel and other project stakeholders will be invited to attend weekly construction meetings where schedule updates and planning will occur. Activities performed in occupied areas will be closely coordinated with DCNR Eastern Region staff.

2-5.4 | Qualification Forms



A-1

GESA Contractor Qualification Form

McClure’s core team members have the demonstrated qualifications and experience necessary to perform this project for PA DCNR. Our in-house team of professional engineers, architects and construction managers take great pride in the quality of work we perform and strive to develop solutions that help our clients to do more with less. We are confident in our ability to successfully develop and implement this customized GESA solution for DCNR Eastern Region and look forward to getting started with the Commonwealth team.

Our PA GESA program success rate is extensive. The McClure team dedicated to this GESA program has successfully built over 200 other PA GESA solutions totaling more than \$375M worth of customized energy saving solutions in the last 5 years alone. The map featured below identifies locations throughout the Commonwealth where McClure has successfully developed and implemented customized PA GESA programs to schedule; clearly demonstrating our teams’ Management Capabilities, Financial Ability to Provide Guarantees, Capacity of Resource Availability, and ability to Commit Resources.

McClure Company Value

- ✓ PA’s largest Design-Build Energy Services Company Headquartered within Pennsylvania
- ✓ Developed and Implemented Over 200 GESA Programs in Accordance with PA Legislation, including 5 GESA’s Under the DGS GESA Program
- ✓ In-house Design Engineering Capabilities and Expertise
- ✓ Direct Self-Performance Capabilities of All Mechanical, Plumbing and HVAC System Installations – Streamlines Construction Schedules, Controls Costs, and Ensures Higher Quality Installations.

a

Management Team Individual Qualifications (6 person limit)

Below is a summary of the management team’s individual qualifications, including project responsibilities, time with firm, experience with GESA projects, educational / technical training, LEED accredited projects, and other information relevant to the evaluation of the individual.

McClure PA GESA Experience

(Partial Listing)






SHAYNE HOMAN, PE VICE PRESIDENT, ENERGY SERVICES

OBJECTIVE


Shayne has over 20 years' experience in the professional practices of performance contracting, engineering and construction. As Vice President, Shayne is ultimately responsible for oversight of all McClure Company energy performance contracting projects. Shayne will be actively involved in your energy services project from scope of work development through system commissioning and project close-out, ensuring that the team has adequate resources to meet performance, financial, and scheduling goals.

CONTACT

 shaynehoman@mcclureco.com

 (717) 648-9633

EDUCATION

 **PENN STATE UNIVERSITY**
Bachelor of Science
Mechanical Engineering

RECENT PROJECTS

CAPITOL COMPLEX, HARRISBURG

2022 - \$22.6 M

PENNSYLVANIA DEPT OF TRANSPORTATION

2022 - \$29.4 M

DCNR, STATE OF PENNSYLVANIA

2021 - \$16.5 M

CENTRE COUNTY

2019 - \$4.7 M

PHASES OF INVOLVEMENT



ACHIEVEMENTS


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



CHRIS STULTZ, PE, CEM MANAGER OF ENERGY SERVICES PROJECT DEVELOPMENT

CONTACT

 chrisstultz@mcclureco.com

 (717) 648-8650

EDUCATION

 **PENN STATE UNIVERSITY**
Master of Architectural
Engineering

 **PENN STATE UNIVERSITY**
Bachelor of Architectural
Engineering

OBJECTIVE

Chris will perform facility scoping audits to identify and qualify technical energy conservation measures (ECMs). The ECMs will be developed into an action plan for implementation and coordination with account managers. Chris will develop a preliminary design to relate the ECMs to buildable construction projects with budgetary savings, costs, and technical scopes of work. To verify the performance, Chris will work with the Measurement and Verification Specialist to develop and implement a M&V Program.

RECENT PROJECTS

CAPITOL COMPLEX, HARRISBURG

2022 - \$22.6 M

PENNSYLVANIA DEPT OF TRANSPORTATION

2022 - \$29.4 M

DCNR, STATE OF PENNSYLVANIA

2021 - \$16.5 M

DPW SELINGSGROVE

2019 - \$5.6 M

PHASES OF INVOLVEMENT



ACHIEVEMENTS

Professional Engineer, Pennsylvania
Certified Energy Manager, Association of Energy Engineers
American Society of Heating, Refrigerating and Air-Conditioning
Engineers (ASHRAE)




DOUG BOSWELL, PE, CEM SENIOR MECHANICAL ENGINEER

OBJECTIVE

Doug's diverse background includes expertise with project delivery, estimating and financial analysis, conceptual design, audits and 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.

CONTACT

 dougboswell@mcclureco.com

 (717) 480-7291

EDUCATION

 **PENN STATE UNIVERSITY**
Master of Architectural
Engineering

 **PENN STATE UNIVERSITY**
Bachelor of Architectural
Engineering

RECENT PROJECTS

CAPITOL COMPLEX, HARRISBURG

2022 - \$22.6 M

DCNR, STATE OF PENNSYLVANIA

2021 - \$16.5 M

PENNCREST SCHOOL DISTRICT

2021 - \$9.1 M

HUNTINGDON AREA SCHOOL DISTRICT

2020 - \$10.2 M

UPPER ADAMS SCHOOL DISTRICT

2019-20 - \$10.7 M

PHASES OF INVOLVEMENT



ACHIEVEMENTS

Professional Engineer, Pennsylvania, Virginia, and Maryland
Certified Energy Manager, Association of Energy Engineers
Accredited Professional, Leadership in Energy and Environmental
Design (LEED AP), USGBC



MICHAEL GROCHALSKI, PE, CEM SR. PROJECT DEVELOPMENT ENGINEER

OBJECTIVE

Mike will perform facility scoping audits to identify and qualify technical energy conservation measures (ECMs). The ECMs will be developed into an action plan for implementation and coordination with account managers. Mike will develop a preliminary design to relate the ECMs to buildable construction projects with budgetary savings, costs, and technical scopes of work.

RECENT PROJECTS

PENNSYLVANIA DEPT OF TRANSPORTATION

2022 - \$29.4 M

DCNR, STATE OF PENNSYLVANIA

2021 - \$16.5 M

KUTZTOWN AREA SCHOOL DISTRICT

2021 - \$7.5 M

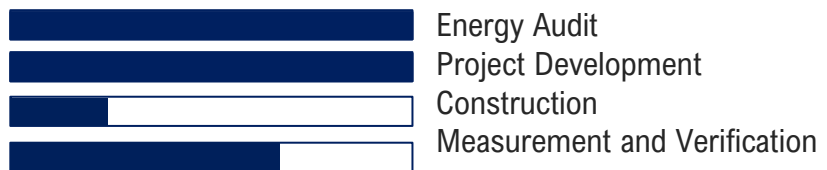
MANHEIM TOWNSHIP SCHOOL DISTRICT

2021 - \$4.7 M

HALIFAX SCHOOL DISTRICT

2021 - \$3.5 M

PHASES OF INVOLVEMENT




ACHIEVEMENTS

Professional Engineer, Pennsylvania
Certified Energy Manager, Association of Energy Engineers
American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE)

CONTACT

 michaelgrochalski@mcclureco.com

 (717) 574-9765

EDUCATION

 **PENN STATE UNIVERSITY**
Bachelor of Science, Mechanical
Engineering and Minor,
Engineering Mechanics



JEREMY SHUGHART, PE SENIOR MECHANICAL ENGINEER

OBJECTIVE

Jeremy's has extensive experience, engineering knowledge, project management, and estimating expertise. Jeremy will oversee advanced mechanical and plumbing project development efforts, including load calculations, equipment selection, construction document creation, and HVAC / Plumbing design. He works with the client and the energy services team to provide mechanical solutions to building systems.

RECENT PROJECTS

DCNR, STATE OF PENNSYLVANIA

2021 - \$16.5 M

CAPITOL COMPLEX, HARRISBURG

2022 - \$22.6 M

DUQUESNE CITY SCHOOL DISTRICT

2021 - \$9.9 M

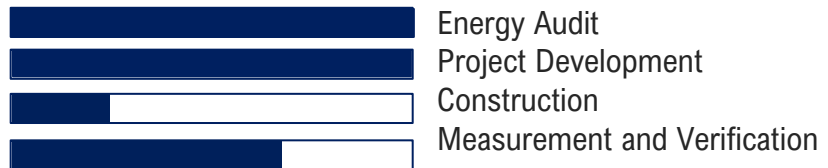
OXFORD AREA SCHOOL DISTRICT

2021 - \$2 M

TITUSVILLE AREA SCHOOL DISTRICT


2021 - \$1.7 M

PHASES OF INVOLVEMENT



CONTACT

 jeremyshughart@mcclureco.com

 (717) 585-4793

EDUCATION

 **PENN STATE UNIVERSITY**
Bachelor of Science,
Mechanical Engineering

ACHIEVEMENTS

Professional Engineer, Pennsylvania and Virginia
American Society of Heating, Refrigerating and Air-Conditioning
Engineers (ASHRAE)



SHAWN SKETHWAY

PROJECT MANAGER

OBJECTIVE

Shawn will oversee field supervision and coordinate personnel for all field force workers to accommodate manpower requirements during the construction phase. Shawn brings with him over 20 years of experience in construction projects and labor force management.

RECENT PROJECTS

CAPITOL COMPLEX, HARRISBURG

2022 - \$22.6 M

DCNR, STATE OF PENNSYLVANIA

2021 - \$16.5 M

MANHEIM TOWNSHIP SCHOOL DISTRICT

2021 - \$4.7 M

HUNTINGDON AREA SCHOOL DISTRICT

2020 - \$10.2 M

MIFFLINBURG AREA SCHOOL DISTRICT


2020 - \$13.7 M

UPPER ADAMS SCHOOL DISTRICT

2019-20 - \$10.7 M

CONTACT

 shawnskethway@mcclureco.com

 (717) 648-4904

EDUCATION

 **LOCAL 520 PLUMBERS AND PIPEFITTERS**
5 Year Apprenticeship Program

PHASES OF INVOLVEMENT



ACHIEVEMENTS

Member of Local 520 Plumbers and Pipefitters Union
US Navy, Engine Room Nuclear Sub Supervisor, USS John Marshall
UA Certified Welder
30- & 10-Hour OSHA Certification

b

Offeror’s financial ability to provide guarantee.

McClure Company is financially strong and stable with an industry reputation of project performance and customer satisfaction. We are a 69-year-old Pennsylvania-based company that manages over \$700M in guaranteed energy savings commitments to PA public institutions. Over the last 5 years alone, we have developed and implemented over \$375M worth of customized energy saving solutions.

92
PA GESA Projects
in Last 5 Years

As a privately-owned company, please find McClure Company’s 2020 independently audited financial statements provided on the following pages within this section. As requested, listed below are several McClure projects and their project value and annual guaranteed savings value. Note, each of these projects are within Pennsylvania; demonstrating our local capabilities, expertise, and resources that we can commit to the DCNR Eastern Region GESA project to ensure success. As specified, McClure did not include any ECM or cost information of the project in this portion of the Technical Submission.

Project Name	Project Value	Guaranteed Annual Savings
Capitol Complex, State of PA	\$22.6 M	\$873 k
PennDOT	\$29.4 M	\$2.2 M
DCNR, State of PA	\$16.5 M	\$679 k
Northampton County, Northampton, PA	\$19.4 M	\$1.5 M
Lackawanna County, Hazelton, PA	\$7.5 M	\$705 k
Luzerne County, Wilkes-Barre, PA	\$4.2 M	\$331 k
Centre County, Bellefonte, PA	\$4.7 M	\$506 k
Dauphin County, Harrisburg, PA	\$5.1 M	\$460 k
DHS Selinsgrove Center – Phase 2, Selinsgrove, PA	\$5.6 M	\$550 k
West Shore SD, New Cumberland, PA	\$20.1 M	\$1.1 M
West Perry SD, Shermans Dale, PA	\$23.5 M	\$1.2 M
Conewago Valley SD, New Oxford, PA	\$15.7 M	\$1.1 M
Mifflin County SD, Lewistown, PA	\$19.9 M	\$1.3 M
Northern Lehigh SD, Slatington, PA	\$12.6 M	\$258 k
Fleetwood Area SD, Fleetwood, PA	\$10.9 M	\$570 k
Upper Adams SD, Biglerville, PA	\$10.7 M	\$763 k
Huntingdon Area SD, Huntingdon, PA	\$10.2 M	\$749 k
Keystone Central SD, Mill Hall, PA	\$12 M	\$805 k
Mifflinburg Area SD, Mifflinburg, PA	\$13.7 M	\$979 k

MCCLURE COMPANY

Balance Sheets
December 31, 2021 and 2020

	2021	2020
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 6,385,405	\$ 5,385,445
Contract receivables, net	34,541,292	23,359,531
Retainage receivables	6,040,681	4,540,508
Due from related party	-	15,009,654
Cost and estimated earnings in excess of billings on uncompleted contracts	6,796,077	6,713,427
Inventories	468,035	369,852
Prepaid expenses and other current assets	677,014	504,452
Total current assets	54,908,504	55,882,869
Property, plant and equipment, net	14,435,343	9,798,313
Goodwill, net	11,255,290	13,309,244
Other assets	116,700	116,700
	<u>\$ 80,715,837</u>	<u>\$ 79,107,126</u>
LIABILITIES AND EQUITY		
Current liabilities:		
Current portion of long-term debt	\$ 266,435	\$ 267,487
Accounts payable	11,683,213	13,082,107
Accrued expenses	10,680,811	10,208,324
Billings in excess of costs and estimated earnings on uncompleted contracts	30,432,548	12,788,371
Total current liabilities	53,063,007	36,346,289
Other liabilities	79,505	780,544
Long-term debt	6,186,981	3,910,497
	<u>59,329,493</u>	<u>41,037,330</u>
Equity:		
Common stock, \$1 par value; 100,000 shares authorized, 100 shares issued and outstanding at December 31, 2020	-	100
Additional paid-in capital	-	20,338,853
Retained earnings	-	17,730,843
Members' equity	21,386,344	-
	<u>21,386,344</u>	<u>38,069,796</u>
	<u>\$ 80,715,837</u>	<u>\$ 79,107,126</u>

See accompanying notes to financial statements.

c

Offeror’s Resource Availability (*Capacity*)

As PA’s largest Design/Build mechanical contractor and Energy Services Company (“ESCO”) that is headquartered within Pennsylvania, McClure Company has more local resources available to manage construction, installations, repairs, maintenance, and emergencies. McClure has the experience, expertise and local resources that DCNR Eastern Region needs in its ESCO partner.

CAPACITY CALCULATION	
3 Year Average Sales	\$184,500,000
3 Year Average Committee Backlog	-\$109,100,000
Capacity	\$ 75,400,000

d

Offeror’s Statement of Readiness and Commitment of Resources per the RFQ Project Schedule.

McClure Company certifies that all personnel assigned to this project as listed on our organizational chart are fully committed to this project and will be 100% available to fulfill all obligations concerning the implementation of DCNR Eastern Region GESA project.

e

Offeror’s Notification of Default or Debarment.

This statement is to certify that McClure Company is not currently under suspension or debarment by the Commonwealth of Pennsylvania, or any other state or federal government. There are no indictments or convictions related to McClure Company, its officials or any other individuals who have or have had an ownership stake in McClure for the last five years.

A-2

Design – Consultant Qualification Form

McClure will perform engineering design services with our in-house staff. The ability to self-perform enables McClure to address engineering design requirements more cost-effectively when compared to other ESCOs. Our approach towards design engineering results in significant cost-savings benefits for our clients, enabling us to address more capital improvements.

a

Entity's experience with GESA projects.

Pennsylvania Department of Transportation

Date: 2022

Owner: Penn DOT

Contact: Michelle Jennings, Deputy Secretary

Amount: \$29.4 M

Description: Guaranteed Energy Savings project is underway throughout Districts 8 & 3. This GESA program will make energy efficient upgrades and other targeted capital improvements to hundreds of PennDOT facilities distributed throughout Districts 8 & 3 amongst 129 different site locations, totaling approximately 1,300,000 square feet of space.

Status: In Progress

Department of General Services Capitol Complex

Date: 2022

Owner: Department of General Services

Contact: Jason Snyder, Acting Deputy Secretary

Amount: \$22.6 M

Description: Guaranteed Energy Savings project is underway throughout the Capitol Complex in Harrisburg. This GESA program will make energy efficient upgrades and other targeted capital improvements to 17 facilities distributed throughout the Capitol Complex, totaling over 3,000,000 square feet of space.

Status: In Progress

Pennsylvania Department of Conservation and Natural Resources' GESA 2018-2

Date: 2021

Owner: PA DCNR

Contact: Cindy Adams Dunn, Secretary

Amount: \$16.5 M

Description: Guaranteed Energy Savings project throughout 64 Central Region state parks and 16 forest districts. McClure helped DCNR upgrade over 1,500 facilities with customized measures that enhance efficiency, improve comfort, decrease operating costs, reduce carbon emissions, and provide more sustainable operations.

Status: Completed on schedule

York County GESA Project

Date: 2009-21
 Owner: York County PA
 Contact: Scott Cassell, Director of Facilities
 Amount: \$16.9 M
 Description: In 2009 McClure Company completed the first of six phases of guaranteed energy saving upgrades. Through our long-term partnership with the County McClure has equipped new and renovated facilities with energy efficient fluorescent lighting, including T-8s and compact fluorescent lighting, and nearly all facilities and parking lots were tied to the County-wide, computer-based, energy management system.
 Status: Completed on schedule

Northampton County GESA Project

Date: 2010-21
 Owner: Northampton County PA
 Contact: Michael Emili, Director of Public Works
 Amount: \$19.4 M
 Description: McClure’s ongoing partnership with the County has focused on addressing the failing, outdated, and inefficient building infrastructure. The results of the projects were holistic infrastructure upgrades that both reduced the energy consumption and switched their fuel from oil to gas.
 Status: Completed on schedule

Additional **Pennsylvania** projects completed over the past three years:

Project Name	Project Value	Guaranteed Annual Savings
Duquesne City SD, Duquesne, PA	\$9.9 M	\$667 k
Halifax SD, Halifax, PA	\$3.4 M	\$219 k
Kutztown Area SD, Kutztown, PA	\$7.5 M	\$502 k
Manheim TWP SD, Lancaster, PA	\$4.7 M	\$329 k
Mount Carmel SD, Mount Carmel, PA	\$9.8 M	\$514 k
Oxford Area SD, Oxford, PA	\$2 M	\$105 k
Palmerton SD, Palmerton, PA	\$1.7 M	\$89 k
Penncrest SD, Saegertown, PA	\$9.1 M	\$623 k
Schuylkill County, Pottsville, PA	\$1.3 M	\$81 k
Titusville Area SD, Titusville, PA	\$1.7 M	\$112 k
Duquesne City SD, Duquesne, PA	\$9.9 M	\$667 k
Halifax SD, Halifax, PA	\$3.4 M	\$219 k
Kutztown Area SD, Kutztown, PA	\$7.5 M	\$502 k

b

Individual Qualifications (4 person limit)




CHRISTIAN THOMAS PROJECT SUPERINTENDENT

OBJECTIVE

Chris will oversee field supervision and coordinate personnel for all field force workers to accommodate manpower requirements during the construction phase. Daily responsibilities include safety supervision, material ordering and tracking, and construction coordination with Project Manager and other trades. Chris brings with him over 22 years of experience in construction projects and labor force management.

CONTACT

 christthomas@mcclureco.com

 (717) 648-4864

EDUCATION

 **LAFAYETTE COLLEGE**
Bachelor Of Art

 **LOCAL 520 PLUMBERS AND
PIPE FITTERS**
5 Year Apprenticeship Program

RECENT PROJECTS

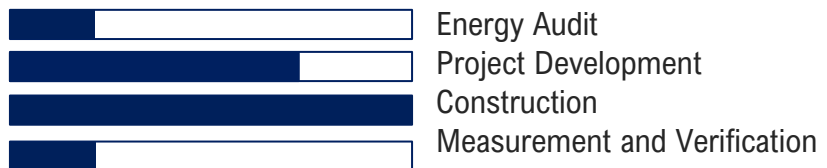
PALMERTON SCHOOL DISTRICT
2021 - \$1.7 M

CHICHESTER SCHOOL DISTRICT
2020 - \$5.2 M

UPMC HARRISBURG HOSPITAL
2020 - \$3.7 M

DELAWARE COUNTY INTERMEDIATE UNIT
2017-19 - \$20.2 M

PHASES OF INVOLVEMENT



ACHIEVEMENTS

Member of Local 520 Plumbers and Pipe Fitters Union


30-Hour OSHA Certification

American Welding Society, Certified Welding Inspector – 2007



CONTACT

 alpickering@mcclureco.com

 (717) 315-2862

EDUCATION

 **LOCAL 520 PLUMBERS AND PIPE FITTERS**
5 Year Apprenticeship Program

Washtenaw Community College, CM Classes

AL PICKERING

PROJECT SUPERINTENDENT

OBJECTIVE

Al is responsible for ensuring operational excellence in the planning and execution of the construction project. Specifically, Al's focus is centered on ensuring a safe work environment, understanding and mitigating project risk, and enhancing project performance and client satisfaction through continuous improvement of process, technology utilization, and functional training.

RECENT PROJECTS

NORTHWESTERN LEHIGH SCHOOL DISTRICT

2022 - \$1 M

FLEETWOOD AREA SCHOOL DISTRICT

2019-21 - \$10.9 M

SCHUYLKILL COUNTY

2021 - \$1.3 M

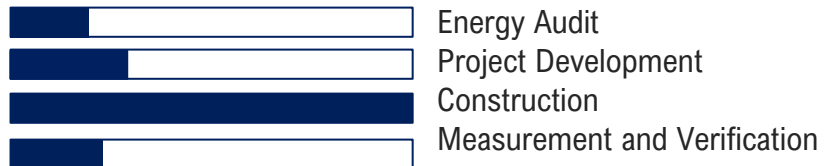
CENTRAL COLUMBIA SCHOOL DISTRICT

2020 - \$5.8 M

MILLVILLE AREA SCHOOL DISTRICT

2019 - \$3.9 M

PHASES OF INVOLVEMENT



ACHIEVEMENTS

Member of Local 520 Plumbers and Pipe Fitters Union
30-Hour OSHA Certification



RICHARD SKINNER, PE MEASUREMENT & VERIFICATION SPECIALIST

OBJECTIVE

As Measurement and Verification Specialist for Energy Services, Richard will be responsible for coordinating the measurement and verification of the energy conservation measures (ECMs), and accurately record and analyze pre- and post-retrofit energy use. Prior to joining McClure Company, Richard worked for a large utility in the state of Maryland.

RECENT PROJECTS

DCNR, STATE OF PENNSYLVANIA

2021 - \$16.5 M

FLEETWOOD AREA SCHOOL DISTRICT

2019-21 - \$10.9 M

DUQUESNE CITY SCHOOL DISTRICT

2021 - \$9.9 M

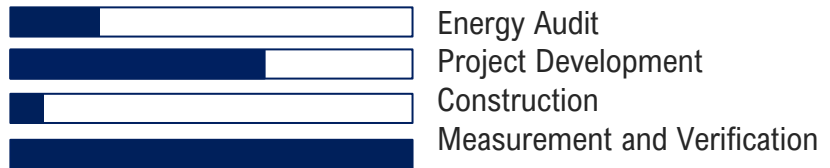
MOUNT CARMEL SCHOOL DISTRICT

2021 - \$9.8 M

UPPER ADAMS SCHOOL DISTRICT


2019-20 - \$10.7 M

PHASES OF INVOLVEMENT



CONTACT

 richardskinner@mcclureco.com

 (717) 648-5603

EDUCATION

 **UNIVERSITY OF MARYLAND**
Bachelor of Science, Mechanical
Engineering

ACHIEVEMENTS

Certified Energy Manager & Certified Power Quality Professional, Association of Energy Engineers
Author of 'A Tale of Two Biomass Boilers' article, Journal Energy Engineers Journal, 2012 and 'The Ultimate Three-Legged Stool: Using Energy Efficiency, Fuel Switching, and Renewable Energy' article, Association of Energy Engineers Journal, 2013




ANDREW MCKENNA COMMISSIONING MANAGER

OBJECTIVE

Andrew will be involved from the design phase through construction, processing all commissioning, safety, and site inspections for close-out. Post construction Andrew will oversee all Measurement and Verification reports to ensure all guaranteed savings are calculated and reported. Andrew joined McClure Company in 2007 bringing with him over 15 years of international mechanical and electrical construction experience.

CONTACT

 andrewmckenna@mcclureco.com

 (717) 648-4744

EDUCATION

 **NATIONAL GUILD OF
MASTER CRAFTSMEN,
IRELAND**
European Master Craftsman
License in Industrial Automation

RECENT PROJECTS

DCNR, STATE OF PENNSYLVANIA

2021 - \$16.5 M

FLEETWOOD AREA SCHOOL DISTRICT

2019-21 - \$10.9 M

KEYSTONE CENTRAL SCHOOL DISTRICT

2020-21 - \$16 M

DUQUESNE CITY SCHOOL DISTRICT

2021 - \$9.9 M

MOUNT CARMEL SCHOOL DISTRICT

2021 - \$9.8 M

PENNCREST SCHOOL DISTRICT

2021 - \$9.1 M

PHASES OF INVOLVEMENT



ACHIEVEMENTS

Electronics Level 2, City & Guilds of London Institute, England
State Licensed Electrician, Ireland

c

Entity’s Statement of Readiness and Commitment of Resources per the RFQ Project Schedule.

McClure Company certifies that all personnel assigned to this project as listed on our organizational chart are fully committed to this project and will be 100% available to fulfill all obligations concerning the implementation of DCNR Eastern Region GESA project.

d

Entity’s Notification of Default or Debarment.

This statement is to certify that McClure Company is not currently under suspension or debarment by the Commonwealth of Pennsylvania, or any other state or federal government. There are no indictments or convictions related to McClure Company, its officials or any other individuals who have or have had an ownership stake in McClure for the last five years.

A-3

Construction – Key Subcontractor Qualification Forms

McClure Company has chosen the following subcontractors based on our working relationship with them. They have proven work experience on other GESA projects, resource commitment capability, commitment to achieve project milestones, and quality of previous work performance. Throughout the IGA, additional partners may be evaluated based on scope types and availability of contractors. This list is a preliminary starting point, and not necessarily inclusive of all potential scopes of work or partners.

Subcontractors - Pool of Potential SDB & VBE Partners -		
Firm	Work Scope	Classification
H2O Applied Technologies	Water Conservation and Lighting	WBE
H&H Sales Associates	Heating, Ventilation and Air Conditioning Equipment	VBE
Zero Draft Central PA	Building Envelope	WBE
Keystone Energy Systems	Building Envelope	VBE
Lighting Services Inc.	Lighting and Water Conservation	WBE

H2O Applied Technologies LLC



1. Experience on GESA Projects over \$5M

Note: As a Subcontractor we do not always know the total value of the project, therefore amounts shown reflect our portion of the overall GESA project.

SCI Muncy Water Conservation and Steam System Upgrades

Date: 2020
Owner: Commonwealth of PA Dept. of Corrections
Location: Muncy PA
Contact: n/a (ESCO = ESG)
Amount: \$1.1 million
Description: Low flow plumbing fixtures, penal fixture controls, steam traps
Status: In progress

Philadelphia Housing Authority Water Conservation

Date: 2018-19
Owner: Philadelphia Housing Authority
Location: Philadelphia PA
Contact: n/a (ESCO = JCI)
Amount: \$2.2 million
Description: Low flow plumbing fixtures
Status: Completed on Schedule

Philadelphia Museum of Art Water Conservation and Steam System Upgrades

Date: 2018-19
Owner: Philadelphia Museum of Art
Location: Philadelphia PA
Contact: n/a (ESCO = JCI)
Amount: \$1.3 million
Description: Low flow plumbing fixtures, steam traps, thermostatic radiator valves, mechanical insulation
Status: Completed on Schedule

Luzerne County Water Conservation and Steam System Upgrades

Date: 2018
Owner: Luzerne County PA
Location: Luzerne County PA
Contact: n/a (ESCO = McClure Company)
Amount: \$508K
Description: Low flow plumbing fixtures, penal fixture controls, laundry ozone system, steam traps, cooling tower submeters
Status: Completed on Schedule

Scranton School District Water Conservation and Steam System Upgrades

Date: 2017-18
Owner: Scranton School District

Location: Scranton PA
 Contact: n/a (ESCO = Constellation NewEnergy, Inc.)
 Amount: \$1.2 million
 Description: Low flow plumbing fixtures, steam traps, thermostatic radiator valves, mechanical insulation
 Status: Completed on Schedule

2. Superintendent’s Qualifications (4 person/page limit - you may insert resumes)

(Describe project responsibilities, time with firm, and experience with GESA projects, educational or technical training, and any other information relevant to the evaluation of the individual.)

Personnel Information		
Name of project team member:	Justin Clark, CEM	
Current Employment Current job title: Number of years with ESCO: Primary office location: Job responsibilities:	H2O Applied Technologies LLC Senior Project Engineer 15 Boston MA Evaluates ECMs for technical and financial feasibility. Conducts site audits, supervises 3rd party audits, reviews submittals.	
Previous Employment Company name: Number of years with firm: Job responsibilities:	n/a n/a n/a	
Educational Background Degrees/disciplines: College/university:	BS, Mechanical Engineering Worcester Polytechnic Institute	
Professional/Technical Professional certifications & affiliations: Publications: Technical training: Indicate the total years of relevant energy-related experience:	Association of Energy Engineers American Society of Heating, Refrig. & Air Conditioning Engineers Certified Energy Manager I-CON Systems, Inc. Certified Installer Steam Trap Examiner, Level I (UE Systems) OSHA 10-Hour Safety Course 15	
Five Year History of Energy Performance Contracting Project Experience		
List all energy performance contracting projects this individual has been involved with during the past five years including: project location: type of facilities: year implemented: dollar value of installed project costs:	1 SCI Muncy Muncy PA Correctional 2020-present \$1.1M	2 Chillicothe Correctional Facility Chillicothe OH Correctional 2016/2017 \$1.1M

Personnel Information		
Name of project team member:	Justin Clark, CEM	
Describe the specific role and responsibilities this individual had for each listed project.	Lead developer for large water and steam project. Managed site audit team, modeled savings, wrote and reviewed material and labor bids, performed all cost estimates, worked with ESCO partner to deliver proposal per RFP specifications. Scope includes standard low flow plumbing fixtures, penal fixture controls, and steam traps.	Lead developer for large steam distribution system ECM project with responsibilities as described above. Scope included steam traps and mechanical insulation.
project location: type of facilities: year implemented: dollar value of installed project costs:	3 Philadelphia Museum of Art Philadelphia PA Museum 2018 \$1.3M	4 Philadelphia Housing Authority Philadelphia PA Multifamily Housing 2018 \$2.2M
Describe the specific role and responsibilities this individual had for each listed project.	Project engineer for water and steam efficiency upgrades as part of guaranteed energy savings project. Responsible for development activities, including site audits, savings models, evaluating technical feasibility, writing and reviewing material and labor bids.	Lead developer for large public housing project comprising domestic fixture replacement/retrofit. Headed site audit of 7 million sqft; managed audit staff and QC'd audit database. Modeled savings; wrote and reviewed material and labor bids.
Provide a detailed description of the role and responsibilities this individual will have for the duration of this project.	Lead project developer. Manage site audit team, model savings, write and review material and labor bids, perform all cost estimates, work with ESCO partner to deliver proposal per RFP specifications.	
Describe any other relevant technical experience.	Mr. Clark has developed over 100 projects/\$50 million of water and energy conservation measures. Mr. Clark's GESA project experience includes Philadelphia Museum of Art, Philadelphia Housing Authority, Harrisburg Schools, Bedford County Correctional Facility, Montgomery County Courthouse.	

Personnel Information	
Name of project team member:	James Allen Hurley
Current Employment Current job title: Number of years with ESCO: Primary office location: Job responsibilities:	H2O Applied Technologies LLC Senior Project Manager, Safety Director 7 Boston MA Installation phase project management functions including validation, administration, planning, execution, closeout, and change management on energy performance projects.

Personnel Information	
Name of project team member:	James Allen Hurley
	Responsible for P&L on assigned projects, oversight of site superintendents and subcontractors and suppliers. Mr. Hurley also serves as H2O's Safety Director.
Previous Employment	
Company name:	Merit Resource Constructors, Asheboro NC
Number of years with firm:	4
Job responsibilities:	President/Executive Project Manager (2013-2014); Vice President (2011-2013); General Manager/Lead Estimator (2010-2011); Project Manager (2010). Merit Resource Constructors offered construction management consulting services to a variety of firms. During his time as a consultant Mr. Hurley drew on over 25 years of prior experience as a project manager, estimator, materials manager, and electrical installer.
Company name:	Intelligent Conservation Systems, Oviedo FL
Number of years with firm:	5
Job responsibilities:	Senior Project Manager overseeing implementation of penal fixture controls at over 50 correctional facilities. Installation included plumbing and electrical work.
Company name:	T&S Fire and Security, Greensboro NC
Number of years with firm:	2
Job responsibilities:	General Manager
Company name:	Commercial Electric, Raleigh NC
Number of years with firm:	7
Job responsibilities:	Estimator, Project Manager, Material Manager
Company name:	Security Link from Ameritech, Raleigh NC
Number of years with firm:	4
Job responsibilities:	Regional Installation Manager
Educational Background	
Degrees/disciplines:	n/a
College/university:	n/a
Professional/Technical	
Professional certifications & affiliations:	Licensed Electrician, North Carolina Red Cross Certified Instructor (First Aid, CPR, AED, Infant and Child CPR, Blood Borne Pathogens)
Publications:	I-CON Systems, Inc. Certified Installer
Technical training:	OSHA 30-Hour Safety Course
Indicate the total years of relevant energy-related experience:	15
Five Year History of Energy Performance Contracting Project Experience	

Personnel Information		
Name of project team member:	James Allen Hurley	
List all energy performance contracting projects this individual has been involved with during the past five years including: project location: type of facilities: year implemented: dollar value of installed project costs:	1 SCI Muncy Muncy PA Correctional 2020-present \$1.1M	2 Travis County Correctional Travis County TX Correctional 2020-present \$3.2M
Describe the specific role and responsibilities this individual had for each listed project.	Senior PM with oversight of procurement, subcontracted labor, installation QA/QC, financial performance. Scope includes standard low flow plumbing fixtures, penal fixture controls, and steam traps.	Senior PM with oversight of procurement, subcontracted labor, installation QA/QC, financial performance. Scope included standard low flow plumbing fixtures and penal fixture controls.
project location: type of facilities: year implemented: dollar value of installed project costs:	3 Philadelphia Museum of Art Philadelphia PA Museum 2018 \$1.3M	4 Osan Air Force Base Osan South Korea Military Housing 2020 \$1.2M
Describe the specific role and responsibilities this individual had for each listed project.	Senior PM with oversight of procurement, subcontracted labor, installation QA/QC, financial performance. Scope included standard low flow plumbing fixtures, removable insulation covers, thermostatic radiator valves, and straight pipe insulation.	Senior PM with oversight of procurement, subcontracted labor, installation QA/QC, financial performance. Scope included standard low flow plumbing fixtures, removable insulation covers, thermostatic radiator valves, and straight pipe insulation.
Provide a detailed description of the role and responsibilities this individual will have for the duration of this project.	Oversee installation of ECMs. Develop bid documents, select subcontractors and vendors, oversee H2O site superintendent(s) (and installers, if self-performing), manage work to conform to project budget and schedule, coordinate project closeout and M&V.	
Describe any other relevant technical experience.	Mr. Hurley specializes in correctional institution and multifamily housing projects. Prior to joining H2O, he was a Senior Project Manager for Intelligent Conservation Systems, Inc., a leading turnkey provider of water/energy efficiency systems for institutional facilities. He has performed work in over 55 correctional facilities throughout the US in various roles including auditor, project developer, installer, and project manager. Mr. Hurley's GESA project experience includes SCI Muncy and the Philadelphia Museum of Art.	

3. Statement of Readiness and Commitment of Resources

H2O Applied Technologies LLC confirms the person(s) identified in this RFQ are available and will be committed to the Project for the time period(s) referenced in the attached RFQ Project Schedule.

4. Workman’s Compensation Experience Modification Rating for the calendar years 2017, 2018, and 2019.

Effective 6/1/2017: .92

Effective 6/1/2018: .92

Effective 6/1/2019: .92

Effective 6/1/2020: .89

5. Notification of Default or Debarment

(Provide a listing including owner, project, date, and explanation of any contract default or debarment within the last 5 years.)

OR

H2O Applied Technologies LLC has not been debarred and is not in default of any contract.

Pennsylvania Supplier Certification:

PA SDB #322574-2019-09-SB-W, issue date 9/1/2019, expiration date 9/10/2021

(Copy of certificate is attached)

Lighting Services, Inc.



1. Experience on GESA Projects over \$5M

Note: As a Subcontractor we do not always know the total value of the project, therefore amounts shown reflect our portion of the overall GESA project.

SM GESA 4 DCNR West

Date: year
Owner: Commonwealth of Pennsylvania
Department of Natural Resources
Location: 601 Commonwealth Pl Building A Pittsburgh, PA 15222
225 Pleasant Valley Road Portersville, PA 06051
Contact: Energy Services Group – Scott Gracely
Amount: \$87,896.37
Description: New LED fountain lighting and energy efficient heater controls
Status: Completed on schedule

GESA Construction (DGS GESA 2018-2 DCNR Central)

Date: September 17, 2020
Owner: Commonwealth of Pennsylvania
Department of Natural Resources
Location: Multiple locations throughout Pennsylvania
Contact: McClure Company – Shawn Skethway
Amount: \$1,065,144.00
Description: LED Lighting upgrade project
Status: In progress

SCI Muncy GESA Construction

Date: April 26, 2020
Owner: Commonwealth of Pennsylvania
Pennsylvania Department of Corrections
Location: 6454 State Route 405 Muncy, PA 17756
Contact: Energy Systems Group – Scott Gracely
Amount: \$672,607.00
Description: LED Lighting upgrade Project
Status: In progress

2. Superintendent's Qualifications (4 person/page limit - you may insert resumes)

(Describe project responsibilities, time with firm, and experience with GESA projects, educational or technical training, and any other information relevant to the evaluation of the individual.)

Mike Rohm

Project Responsibilities: Supervisor
Time with Firm: 20 years
Experienced with GESA projects: Yes

Education or Training: NALMCO CLEP certification, Portland Lakes Career Center, US Army – Sergeant Infantry
Relevant information: Supervise field personnel, handle material and equipment logistics, oversight of installation work, project reporting and project close-out.

Thomas Petrey

Project Responsibilities: Supervisor

Time with Firm: 11 years

Experienced with GESA projects: Yes

Education or Training: AEE CLEP certification holds Electrical Contractor licenses in multiple states

Relevant information: Supervise field personnel, handle material and equipment logistics, oversight if installation work, project reporting and project closeout.

Scott Dennison

Project Responsibilities: Supervisor

Time with Firm: 12 years

Experienced with GESA projects: Yes

Education or Training: AEE CLEP certification, OSHA 30-hour

Relevant information: Supervise field personnel, handle material and equipment logistics, oversight if installation work, project reporting and project closeout.



Mike Rohm, CLEP, CLMC	Years of Experience:	20
Director of Construction	Years with LSI:	20

EDUCATION / CERTIFICATIONS:

Portage Lakes Career Center	
U.S. Army	
Association of Energy Engineers	Certified Lighting Efficiency Professional (CLEP)
NALMCO	Certified Lighting Management Consultant (CLMC)

EXPERIENCE SUMMARY:

Lighting Services, Inc.	Twinsburg, Ohio	1998-Present
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PROJECT ROLES & RESPONSIBILITIES:

Mike is an accomplished project professional with extensive experience in large scale, multi-site projects for our ESCO partners. Mike is knowledgeable and effective and has the ability to communicate and solve problems while under time and schedule constraints. In addition to the traditional project management duties, Mike is responsible for managing the Project Management team, allocating resources and overseeing our safety program.

KEY PROJECT EXPERIENCE:

Georgia World Congress Center	Atlanta, GA	\$3,399,000
Lighting Services, Inc. was contracted by Trane U.S. Inc. to complete a design build LED lighting upgrade project at the Georgia World Congress property which also included Olympic Park. This was a large scale exterior lighting project where more than 5,000 exterior fixtures were replaced or retrofitted with LED technology. This project included an LED Color changing controls system which is becoming a signature of the property.		

Marion Correctional Institute	Marion, OH	\$746,351
Lighting Services, Inc. was contracted by The Brewer-Garrett Company to complete a design build LED lighting upgrade project at the Marion Correctional Institute. More than 4,000 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology.		

Michigan Public Service Commission	Lansing, MI	\$147,150
Lighting Services, Inc. was contracted by Ameresco, Inc. to complete a design build LED lighting upgrade project for the Michigan Public Service Commission. More than 890 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology.		

The University of Akron	Akron, OH	\$1,223,266
Lighting Services, Inc. was contracted by Johnson Controls to complete a design build lighting upgrade project for The University of Akron. More than 1,000 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with high efficiency fluorescent technology.		

Lighting Services, Inc.
 9001 Dutton Drive | Twinsburg, Ohio 44087
 800.897.0050 | www.lighting-servicesinc.com



Tom Petrey, PMP, CLMC, CLEP	Years of Experience:	18
Project Manager	Years with LSI:	11

EDUCATION / CERTIFICATIONS:

Project Management Institute	Project Management Professional (PMP)
Association of Energy Engineers	Certified Lighting Efficiency Professional (CLEP)
NALMCO	Certified Lighting Management Consultant (CLMC)
Electrical License(s)	Holds Master Electrical and Electrical licenses in multiple states

EXPERIENCE SUMMARY:

Lighting Services, Inc.	Twinsburg, Ohio	2008-Present
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PROJECT ROLES & RESPONSIBILITIES:

Tom is an accomplished Project Manager with more than 18 years of experience implementing large scale lighting upgrade projects. Tom directs all aspects of the project including scheduling, material logistics, safety, quality control and project close out. He is responsible for the day to day performance of the installation team and ensuring that the installation meets all customer requirements.

KEY PROJECT EXPERIENCE:

Chillicothe Correctional Institute Chillicothe, OH \$688,424
 Lighting Services, Inc. was contracted by The Brewer-Garrett Company to complete a design build LED lighting upgrade project for the Chillicothe Correctional Institute. More than 6,200 interior exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology.

Piqua City Schools Piqua, OH \$985,127
 Lighting Services, Inc. was contracted by Honeywell Building Solutions to complete a design build LED lighting upgrade project for the Piqua City Schools. More than 6,300 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology. This was a large scale multi-site project.

U.S. Coast Guard New London, CT \$2,099,476
 Lighting Services, Inc. was contracted by Ameresco, Inc. to complete a design build LED lighting upgrade project for the U.S. Coast Guard Academy. More than 18,000 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology. This was a large scale project.

Wright Patterson AFB WPAFB, OH \$640,434
 Lighting Services, Inc. was contracted by Johnson Controls to complete a design build LED lighting upgrade project for the Wright Patterson Air Force Base. More than 1,100 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology. This was a large scale multi-site project.

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Scott Dennison, CLEP, CLMC	Years of Experience:	17
Project Manager	Years with LSI:	12

EDUCATION / CERTIFICATIONS:

Association of Energy Engineers	Certified Lighting Efficiency Professional (CLEP)
NALMCO	Certified Lighting Management Consultant (CLMC)

EXPERIENCE SUMMARY:

Lighting Services, Inc.	Twinsburg, Ohio	2007-Present
Johnson Controls, Inc.	Chicago, IL	2005-2007

PROJECT ROLES & RESPONSIBILITIES:

Scott is an accomplished Project Manager with more than 15 years of experience implementing large scale lighting upgrade projects. Scott directs all aspects of the project including scheduling, material logistics, safety, quality control and project close out. He is responsible for the day to day performance of the installation team and ensuring that the installation meets all customer requirements.

KEY PROJECT EXPERIENCE:

Kane Area School District Kane, PA \$410,128

Lighting Services, Inc. was contracted by the McClure Company to complete a design build LED lighting upgrade project for the Kane Area School District. More than 3,700 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology.

Marion County Housing Authority Centralia, IL \$957,401

Lighting Services, Inc. was contracted by CTI Energy Services, LLC to complete a design build LED lighting upgrade project for the Marion County Housing Authority. More than 800 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology. This was a large scale multi-site project that included 445 tenant units and 19 communities.

Southeastern Correctional Institution Lancaster, OH \$684,526

Lighting Services, Inc. was contracted by The Brewer-Garrett Company to complete a design build LED lighting upgrade project for the Southeastern Correctional Institution. More than 4,400 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology.

West Greene Schools Waynesboro, PA \$339,018

Lighting Services, Inc. was contracted by Trane U.S. Inc. to complete a design build LED lighting upgrade project for West Greene Schools. More than 1,960 interior and exterior fixtures were included. Fixtures were replaced or retrofitted with LED technology.

Lighting Services, Inc.
 9001 Dutton Drive | Twinsburg, Ohio 44087
 800.897.0050 | www.lighting-servicesinc.com

3. Statement of Readiness and Commitment of Resources

Lighting Services, Inc. confirms the person(s) identified in this RFQ are available and will be committed to the Project for the time period(s) referenced in the attached RFQ Project Schedule.

4. Workman’s Compensation Experience Modification Rating for the calendar years 2017, 2018, and 2019.

	2020	2019	2018
State of Ohio	.47	.47	.47
All Other States	.91	Not Eligible Unity MR: 1.00	Not Eligible Unity MR: 1.00

5. Notification of Default or Debarment

Lighting Services, Inc. has not been debarred and is not in default of any contract.



Subcontractor Qualifications

Similar Completed GESA Projects

- **PA Dept. of Conservation and Natural Resources
DCNR Central Project (2019)**
Corrected building envelope deficiencies
Contract value: \$248,341
Completed: 2020
- **Misawa Air Force Base, Misawa, Japan**
Corrected building envelope deficiencies
Contract value: \$558,574
Completed: 2019
- **Virginia National Guard**
Multiple sites, statewide projects correcting building envelope deficiencies
Contract value: \$700,000+
Completed: 2011-2014

2-5.1.1 Laurie Johnson, President

Project Responsibilities: Project procurement; A/R; insurance; certifications; compliance; daily business operations

Time with Firm: 17 years

Education/Training: B.S. in Public Relations
A.S. in Communications

2-5.1.2 Brian Johnson, Vice President/Building Envelope Specialist

Project Responsibilities: Audit and develop project solutions; scheduling; quality control

Time with Firm: 17 years

Experience with GESA projects: Surveyed, negotiated and managed over 70 GESA contracts for building envelope improvements

Education/Training: B.S. in Civil Engineering
A.S. in Architectural Technology
Former Certified HERS Rater
Former Building Performance Contractor
Attendee at numerous building science conferences

2-5.1.3 Cole Johnson, Field Operations Manager

Project Responsibilities: Supervise field crew, quality control, daily timesheets, safety talk instructor

Time with Firm: 12 years

Experience with GESA projects: Field specialist on over two dozen GESA jobs throughout the Mid-Atlantic region performing building envelope improvements

Education/Training: B.S. in Mechanical Engineering

Statement of Readiness and Commitment of Resources :

Zerodraft confirms that our company can commit the individuals above to this project at such time as services are required.

Experience Modification Rating: **2017** - .854 **2016** - .845 **2015** - .962

Notice of Default or Debarment

I hereby certify that Home Energy Solutions, Inc. (d/b/a Zerodraft Central Pennsylvania) is not currently under suspension or debarment by the Commonwealth of Pennsylvania, any other state or the Federal Government and has no history of default or debarment.

Zerodraft Central Pennsylvania is a Certified Disadvantage Business Enterprise and Small Diverse, Woman-Owned Business Enterprise

SDB Contact: Laurie Johnson, Owner/President
415 Dunkleberger Road
Mechanicsburg, PA 17055
(717) 241-4201

**NOTICE OF SMALL BUSINESS SELF-CERTIFICATION
AND SMALL DIVERSE BUSINESS VERIFICATION**



The Department is pleased to announce that
HOME ENERGY SOLUTIONS INC

has successfully completed the Pennsylvania Department of General Services' process for self-certification as a small business under the Commonwealth's Small Business Contracting Program, and is verified as a Small Diverse Business with the following designation(s):

BUSINESS TYPE(s): Construction Contractor

CERTIFICATION NUMBER: 329807-2014-08-SB-W

CERTIFICATION TYPE: Woman Business Enterprise

ISSUE DATE: 08/11/2014

EXPIRATION DATE: 08/31/2019

RECERTIFIED DATE: 7/26/2017

A handwritten signature in black ink that reads "Kerry L. Kirkland". The signature is written in a cursive style.

Kerry L. Kirkland, Deputy Secretary
Diversity, Inclusion, and Small Business Opportunities