

# ATTACHMENT A: TECHNICAL PROPOSAL REQUIREMENTS & SPECIFICATIONS COG-2124 for HVAC & Facility Systems, Automation, Installation, Service and Related Products & Services in Ohio

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## Section 1. General Guidelines

### 1.1. Instructions for Completing Attachment A

**Attachment A** is provided to Bidders in an editable Microsoft Word form so that it can easily serve as the base document for a Bidder’s Technical Proposal. Bidders should incorporate their Technical Proposal responses directly into this document and include referenced attachments separately.

Use the following electronic file naming convention for naming your Technical Proposal prior to uploading your completed Technical Proposal to Bonfire: **Technical Proposal – Bidder Name.docx**.

For sections of **Attachment A** structured like the example below, simply click in the green cell or paste (using the *Paste Special > Merge Formatting* function in Microsoft Word) your response.

1.1.1.	<b>Formation.</b> In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.
This is a sample question. Do not provide a response.	

For sections of **Attachment A** structured like the example below, click on the “Yes” checkbox if your solution **fully provides** the defined requirement. Click on the “No” checkbox if your solution does not provide or only provides part of the defined requirement.

1.1.2.	<b>Installation.</b> Is installation available as a part of your proposal?	<input type="checkbox"/> Yes <input type="checkbox"/> No
This is a sample question. Do not provide a response.		

### 1.2. Use of Attachments

Bidders may incorporate additional documents by reference as part of their response to the questions in this document. For example, you may want to include brochures, reports, charts, or graphs in response to specific questions. Bidders should clearly state in their response whether any specific documents are incorporated in their proposal by reference. In the event the attached documents are not referenced correctly, the PRT may exclude those attachments from consideration when scoring proposals.

The file names of such referenced documents that are included in a Bidder’s electronic Technical Proposal submissions and uploaded to Bonfire should include in the following order: i) Technical Proposal, ii) Bidder’s name, iii) the Section number of the question for which the file is included as part of the response, and iv) a brief description of what is included in the electronic file. For example, if a Bidder references an attachment that includes financial statements in response to **Section 2.2.1.**, the following electronic file name would be appropriate: **Technical Proposal – Bidder Name – Section 2.2.1. – Financial Statements.pdf**.

## Section 2. Bidder Overview & Qualifications

### 2.1. Company Information

2.1.1.	<b>Company Name &amp; Address.</b>	
Company Name:	Gardiner Service Company LLC dba GARDINER	
Headquarters Street Address:	31200 Bainbridge Road	
City, State & Zip Code:	Solon, OH 44139	
Main Telephone Number:	(440) 248-3400	
Website:	www.whgardiner.com	
2.1.2.	<b>Formation.</b> In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.	
<p>Gardiner Trane Service Company was founded in 1962 and incorporated in 1965.                  In 2012, The Gardiner Trane Company changed its name to Gardiner Service Company LLC, dba GARDINER.</p>		
2.1.3.	<b>Legal Structure.</b> Check the box next to the option that best describes the company’s legal structure. Include requested narrative in the space provided.	
<input checked="" type="checkbox"/>	Corporation – provide the State of incorporation and the company ownership structure.	LLC, Operating under S Corporation in the State of Ohio
<input type="checkbox"/>	Partnership – provide the State of registration and the names of all partners.	Click here to enter response.
<input type="checkbox"/>	Sole Proprietorship – provide the State of registration and the name and title of the principal.	Click here to enter response.
<input type="checkbox"/>	Joint Venture – provide the State of registration and the names and titles of all principals.	Click here to enter response.
<input type="checkbox"/>	Other – provide detailed description of corporate structure and ownership.	Click here to enter response.

### 2.2. Financial Strength & Legal Considerations

2.2.1.	<b>Financial Strength.</b> Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit & bond ratings, letters of credit, and detailed reference letters. <i>Note: you may mark this information as a “Trade Secret” per the terms outlined in the RFP.</i>	
<p>Over the years, GARDINER has achieved a solid financial soundness.</p>		

As a privately held corporation, GARDINER's detailed financial statements are not made publicly available. However, if selected, GARDINER would be willing to provide the Equalis Group with information regarding our detailed financial statements.

2.2.2. **Bankruptcy & Insolvency.** Describe any bankruptcy or insolvency for your organization (or its predecessors, if any) or any principal of the firm in the last three (3) years.

No officer or owner has ever filed for bankruptcy, reorganization, debt arrangement or moratorium, or any proceeding under bankruptcy or insolvency law, or any dissolution or liquidation proceeding.

2.2.3. **Litigation.** Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation.

GARDINER has not been involved in any litigation, nor has ever been the subject of any governmental action limiting the right to do business with any other government entity.

2.2.4. **Mandatory Contract Performance Disclosure.** Pursuant to **RFP Section 3.13**, disclose whether your company's performance and/or the performance of any of the proposed subcontractor(s) under contracts for the provision of services that are the same or like those to be provided for the Program which is the subject of this RFP has resulted in any "formal claims" for breach of those contracts. For purposes of this disclosure, "formal claims" means any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), or assigned to mediation. For any such claims disclosed, fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration, or mediation regarding those claims, including terms of any settlement. While disclosure of any formal claims will not automatically disqualify a Bidder from consideration, at the sole discretion of Equalis Group, such claims and a review of the background details may result in a rejection of a Bidder's proposal. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.

Mandatory Contract Performance Disclosure is not applicable for GARDINER.

2.2.5. **Mandatory Disclosure of Governmental Investigations.** Pursuant to **RFP Section 3.14**, indicate whether your company and/or any of the proposed subcontractor(s) has been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to your company's performance of services like those described in this RFP. If any such instances are disclosed, Bidders must fully explain, in detail, the nature of the governmental action, the allegations that led to the governmental action, and the results of the governmental action including any legal action that was taken against the Bidder by the governmental agency. While disclosure of any governmental action will not automatically disqualify a Bidder from consideration, such governmental action and a review of the background details may result in a rejection of the Bidder's proposal at Group's sole discretion. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.

GARDINER has not been the subject of any adverse regulatory or administrative governmental action regarding our performance of services as described in this RFP.

## 2.3. Industry Qualifications

2.3.1.	<b>Company Identification.</b> How is your organization best identified? Is it a manufacturer, distributor, dealer, reseller, or service provider?
<p>GARDINER is a full-service HVAC, building automation and controls, energy solutions and professional services company provider, as well as a HVAC systems and parts distributor.</p>	
2.3.1.1.	<b>Authorization.</b> If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP.
<p>GARDINER is the factory authorized representative of Daikin, the largest HVAC manufacturer in the world. In addition, we have similar partnerships with KMC Controls and a wide variety of other HVAC and building systems manufacturers.</p> <p>Full written representation agreements are available upon request, but this information may be confirmed on the manufacturers' websites as well.</p>	
2.3.1.2.	<b>Network Relationship.</b> If your company is best described as a manufacturer or service provider, please describe how your dealer network operates to sell and deliver the Products & Services proposed in this RFP. If applicable, is your dealer network independent or company owned?
<p>In working with public entity building owners via group purchasing organizations, GARDINER sells, services, and delivers projects directly to clients and not via a reseller or dealer of any kind.</p>	
2.3.2.	<b>Industry Experience.</b> How long has your company provided products and services outlined in your response to this RFP? What percentage of your company's revenue in each of the last three (3) full calendar years was generated from these products and services?
<p>The products and services outlined in the RFP are GARDINER's core business. We have provided HVAC products and services since the company's inception in 1962 and have provided building automation systems since 1985. GARDINER's capabilities around comprehensive replacement and energy projects have been established in the market since 1992.</p> <p>100% of our revenue the prior three full calendar years have come from the products and services outlined in the RFP.</p>	
2.3.3.	<b>Geographic Reach.</b> Describe your company's service area in the United States and which areas you intend to offer services under a resulting contract if awarded.
<p>GARDINER's primary service area covers the State of Ohio, with a large concentration of our business coming from the Northern half of the state. With an extensive National Account history and no geographic limitation to our solutions business, GARDINER is capable of, and has executed, projects for clients across the United States.</p>	
2.3.4.	<b>Certifications and Licenses.</b> Provide a detailed explanation outlining the licenses and certifications that are i) required to be held, and ii) held by your organization (including third parties and subcontractors that you use). Has your company maintained these certifications on an ongoing basis? If not, when, and why did your company lose any referenced certifications?

GARDINER has the most experienced, most intelligent team in the market. With over 30 degreed engineers, 13 certified energy managers and 100 full-time field personnel, it's no wonder how GARDINER associates hold over 145 certifications by professional organizations in the HVAC industry.

Below is a list and breakdown of license and certifications held by GARDINER associates.

- 5 Ariel Platform Certification
- 5 ASHRAE Commissioning
- 1 Association of Water Technologies Certification (AWT)
- 2 Certified Demand Side Manager
- 13 Certified Energy Managers (CEM)
- 1 Certified Lighting Efficiency Professional (CLEP)
- 4 Certified Measurement & Verification Professional (CVMP)
- 32 CRP / AED Certification
- 3 HVAC Contracting License
- 4 Professional Engineers (PE)
- 2 Project Management Professional (PMP)
- 3 LEED Accredited Professionals
- 2 LEED Green Associate
- 50 OSHA 10 Hour Certified
- 10 OSHA 30 Hour Certified
- 1 SHRM Certified Professional (SHRM-CP)
- 7 Tow Motor Forklift Certification

In addition, GARDINER also holds an Energy Star Certification for our building headquarters in Solon, Ohio.

## 2.4. Public Sector Focus

2.4.1.	<b>Public Sector Contract Vehicles.</b> What Public Sector contract vehicles (e.g., state term contracts, public sector cooperatives, etc.) does your company have in place to provide products & services like what is defined in the scope of this RFP? For each contract vehicle, when was the contract established, what is the expiration date and how much annual revenue does your company generate through the contract(s) in each of the last three (3) calendar years?
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Below is a list of public sector vehicles who GARDINER currently has similar contracts with.

<b>Ohio Schools Council</b>	<b>Sourcing Alliance / Equalis Group</b>
Contract Established Date: July 2020	Contract Established Date: February 2018
Contract Expiration Date: September 2022	Contract Expiration Date: Fall 2021

Below is the combined annual revenue that GARDINER has generated through both contracts for the last three years.

2019 - \$3,243,641; 2020 - \$12,336,882; 2021 (YTD) - \$31,847,967

In addition, GARDINER has extensive experience with the State of Ohio MMA (Master Maintenance Agreement), which we allowed to expire in 2021. We plan to utilize this Equalis agreement moving forward in part to meet the needs of our clients who were using MMA. We also have had experience and have had success in the past using our manufacturer partner procurement

programs including Premier Buying Group (Healthcare), OMNIA (formerly National IPA/TCPN, US Communities), and the GSA schedule.

2.4.2. **Education Success.** What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to educational institutions (i.e., K-12 schools & school districts and high education)?

GARDINER's utilization of public sector contract vehicles in the education market have resulted in the following:

2019 - \$36,024,400 @ 41% of total annual sales to educational institutions

2020 - \$34,081,098 @ 39% of total annual sales to educational institutions

2021 (sept) YTD - \$42,244,981 @ 49% of total sales to educational institutions

2.4.3. **Government Success.** What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to local governments (i.e., municipalities, counties, special districts, and state agencies)?

GARDINER's utilization of public sector contract vehicles in the government market have resulted in the following:

2019 - \$10,660,227 @ 12% of total annual sales to local government

2020 - \$13,396,970 @ 16% of total annual sales to local government

2021 (sept) YTD - \$9,755,482 @ 12% of total annual sales to local government

2.4.4. **Public Sector Strategic Growth Plan.** Describe your company's three to five-year public sector sales objectives and the key elements of your strategic plan to achieve those objectives. What is the total annual dollar value of your company's total revenue generated by local governments and educational institutions in each of the last three (3) calendar years? What percentage of your company's total annual revenue is generated by sales to local governments and educational institutions? *For clarity, the figures requested are to include revenue generated through cooperative contracts (see question 2.4.1) and all other forms of revenue to local governments and educational institutions to represent the aggregate revenue volume.*

As part of GARDINER's commitment to serving our local markets, we are always looking for ways to expand our business whether it be the types of services we provide or the markets we serve.

Over the last two years GARDINER has been strategically growing our geographical coverage and employment in both Toledo and Youngstown. We have local offices in both locations and furthermore, have begun marketing outreach in adjoining states.

As illustrated in this RFP, the last three years of sales revenue have been achieved primarily by our sales offices in Solon and Akron-Canton, excluding both Toledo and Youngstown offices. We have discovered that geographically both Toledo and Youngstown have been untapped markets for us and provide a great deal of potential business opportunities. Investing in these two new offices have already increased our equipment market share to over 40% YTD and has accelerated the growth of our solutions and automation businesses.

With access to ARPA and ESSER funds driving growth in the coming couple of years, and considering our historic strengths in both markets, we envision continuing to invest in marketing & selling to the public sector markets very heavily over the next 3 to 5 years. This includes both our core market in Northeast Ohio and will extend to geographic regions across the state and beyond, particularly in our project solutions business.

Our Applied Intelligence (Building AI) business is another key strategic objective in the public sector as that business has grown dramatically in 2021 and has a particular appeal to public sector markets where there is a lack on on-site facility and maintenance support.

Below is GARDINER's total revenue of local governments and educational institutions in the last three (3) calendar years, as well as the percentage of total annual revenue.

**Education Institutions:**

2019 - \$36,024,400 (41% of total annual sales)  
 2020 - \$34,081,098 (39% of total annual sales)  
 2021 - \$42,244,981 (49% of total annual sales) \*

\*2021 (September - YTD)

**Government Institutions:**

2019 - \$10,660,227 (12% of total annual sales)  
 2020 - \$13,396,970 (16% of total annual sales)  
 2021 - \$9,755,482 (12% of total annual sales) \*

## 2.5. Customer References

2.5.1.	<p>Provide references of at least five (5) local government or educational institution customers for which your company has provided products and services similar in nature and scope to those defined in this RFP in the last three (3) years. Each reference should include:</p> <ul style="list-style-type: none"> <li>• Customer name and location;</li> <li>• Customer contact person and their title, telephone number, and email address;</li> <li>• A brief description of the products and services provided by your company;</li> <li>• Customer relationship starting and ending dates; and,</li> <li>• Notes or other pertinent information relating to the customer and/or the products and services your company provided.</li> </ul>
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Below is a list of five (5) local government institutional client references who Gardiner has provided similar products and services for in the last three (3) years.

**1. Ashtabula County**

- **Location:** Jefferson, Ohio
- **Contact Information:** Casey Kozlowski, *Commissioner*  
(440) 576-9090 [crkozlowski@ashtabulacounty.org](mailto:crkozlowski@ashtabulacounty.org)
- **Project Type:** Energy Based Performance Solutions Contract
- **Project Dollar Amount:** \$5,600,000.00
- **Project Implementation Dates:** March 2019 – October 2020
- **Project Description:** Facility improvements include new roofing, LED lighting, electrical to gas conversion and Facility Management System.

**Notes:** GARDINER utilized local labor for all construction services for this project.

## 2. City of Newton Falls

- Location: Newton Falls, Ohio
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- Contact Information: David Lynch, *City Manager*  
(330) 872-0806 [davidmlunchnf@gmail.com](mailto:davidmlunchnf@gmail.com)
- Project Type: Energy Based Performance Solutions Contract
- Project Dollar Amount: \$3,200,000.00
- Project Implementation Dates: June 2020 - Present
- Project Description: Installed a BAS to improve the performance of the HVAC equipment to City Hall and city-wide water and electric meters and LED lighting at the Ice Rink chillers.

Notes: City-wide automated meter infrastructure (AMI).

## 3. City of Green

- Location: Green, Ohio
- Contact Information: Valerie Wax Carr, *Director of Public Service*  
(330) 896-4176 [vwaxcarr@cityofgreen.org](mailto:vwaxcarr@cityofgreen.org)
- Project Type: Energy Based Performance Solutions Contract
- Project Dollar Amount: \$1,200,000.00
- Project Implementation Dates: September 2021 – Present
- Project Description: Installed LED Lighting for Indoor Facilities, LED Lighting for outdoor Parks and Recreation, Roadway LED Luminaires, City-wide Building Automation & Controls, various HVAC improvements including rooftop AHU and Fire Station renovations. In addition, city-wide indoor air quality improvements including bipolarization.

Notes: Annual Guaranteed savings of \$93,000.00

## 4. City of Bedford

- Location: Bedford, Ohio
- Contact Information: Mike Mallis, *City Manager*  
(440) 735-6515 [mmallis@bedfordoh.gov](mailto:mmallis@bedfordoh.gov)
- Project Type: Energy Savings Contract
- Project Dollar Amount: \$300,000.00
- Project Implementation Dates: January 2020 – April 2020
- Project Description: LED Lighting for various buildings, outdoor LED lighting for downtown Streetscape, and domestic hot water retrofit.

Notes: Annual guaranteed savings of \$17,000.00

## 5. City of Lorain

- Location: Lorain, Ohio

- **Contact Information:** Lori Garcia, *Director of Public Property*  
(440) 224-4294 [lori\\_garcia@cityoflorain.org](mailto:lori_garcia@cityoflorain.org)
- **Project Type:** Shared Savings Agreement
- **Project Implementation Dates:** 2018 – Present (Ongoing Building AI Agreement)
- **Project Description:** Replaced existing building automation systems (BAS), integrated multiple BAS platforms, and implemented data analytics program.

**Notes:** Through BAS replacement, City of Lorain was positioned to bring two separate building automation systems under one platform as funding became available.

Savings to date: \$319,539.00

## Section 3. Products and Services

### 3.1. Products & Services

3.1.1.	<p><b>Product &amp; Services Description(s).</b> Provide a detailed description of all products and services being offered as a part of your proposal.</p> <p><b>IMPORTANT:</b> this description along with the products and services priced in the Attachment B – Cost Proposal will be utilized to define the overall scope of products and services available under a resulting contract.</p>
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GARDINER is a full-service HVAC, building automation and controls, energy solutions and professional services company.

Below is a list of solutions and support we provide to our clients to help their buildings achieve the highest performance and efficiency.

#### **DISTRIBUTION**

##### **HVAC Systems**

GARDINER offers a total systems approach to building comfort utilizing Daikin Applied commercial, light commercial and industrial products. We've built an extensive portfolio of products for virtually all building applications in Northern Ohio; including a variety of complementary product lines to provide a complete HVAC equipment package for clients.

*Services include but not limited to air handlers, air terminals, chillers, inverters, fan coils, heat pumps, furnaces, boilers, burner water heaters, PTAC, rooftop systems, cooling towers split systems, unit heaters, unit ventilators, ventilation fans, installation of new equipment, and upgrade of related infrastructure.*

##### **Parts & Supplies**

GARDINER has two HVAC Parts & Supplies warehouses and showrooms to provide clients with the availability and convenience they require for their HVAC parts, tools, and supply purchases. We not only provide Daikin OEM parts, but also a full line of non-Daikin parts, specialty tools and supplies.

*Services include but not limited to HVAC parts, equipment rentals, thermostats, sensors, and other HVAC products.*

#### **SERVICES**

##### **Maintenance & Repair**

GARDINER has assembled a team that includes over 90 local factory authorized service technicians trained to perform services

for grade schools, universities, government facilities, hospitals, and companies in both the commercial and industrial markets. Our technicians service all new and existing manufacturer's equipment and have the area's most extensive service base of large Daikin, Trane, Carrier, and York equipment.

**Building AI (Applied Intelligence)**

GARDINER's Building AI team specializes in assisting clients with transforming building data into information, knowledge, and actions that can increase energy efficiency, operating income, and sustainability. Regardless to whether a building requires minimum or maximum support, we can provide a cost-effective solution that's best suited for their facilities.

**Water Treatment**

Our water treatment team works with clients to develop a custom program using the most advanced scale inhibitors and biocides. Our state-of-the-art chemical feed equipment and expert staff ensures that we execute the plan and deliver the results our clients expect. We offer multiple programs such as Cooling Tower Water Treatment, Boiler Water Treatment, Closed Loop Treatment and FDA-Cleared Point of Delivery Filtration.

**SOLUTIONS**

**Automation & Controls**

GARDINER provides a full portfolio of professional building management and mechanical systems services delivered by the largest and most experienced HVAC service group in Ohio. Our local team represents the most innovative systems on the market and has an extensive understanding of building automation and cloud technology. In addition, we help clients consolidate building management into a single platform that's open, scalable, secure, and easy to use.

*Services include but not limited to lighting control, electric power control, demand ventilation, security and observation, CCTV, access control, fire alarm system, plumbing, control panels, building communication and automation protocols, network solutions, PA systems, alarm monitor, security automation, digital controls, and multi-staging integration.*

**Building Analytics**

GARDINER has a team of energy engineers that work with facilities all over Ohio to leverage their building data and map out strategies to save real money and deliver real results. Our team of engineers help clients see performance in simple metrics by benchmarking the building against itself, its peers, and the entire Energy Star Portfolio.

**Energy & Performance Contracting**

GARDINER customizes our approach based on clients' needs, doing everything from a simple equipment replacement to complete construction management. Our team collaborates with clients to determine what methods and materials will maximize project value and solve their problems. Together, we develop and implement a solution that accomplishes their business objectives, including identifying ways to help them save on energy and utilities, while reducing their expenditures and carbon footprint.

*Services include but not limited to staging, start-up controls, in-room controls, air compressors, occupancy sensors, window glazing and film, solar radiation reduction, lighting products, weather proofing, water consumption improvements and automatic metering.*

**Air Quality**

When it comes to disinfection and sanitizing the air in your building, there's a lot of misconceptions and conflicting information. GARDINER has the strategies and solutions to accomplish research-based results to improve the quality of your air through filtration, ultraviolet germicidal irradiation, bipolar ionization and more.

**Comprehensive Solutions**

*Services include but are not limited to fire safety products and services, financial services, general contracting services, roofing and window installation and replacement, preliminary schematic design concepts, WELL building certification, building envelopes, facility evaluation design, project management, equipment/system analysis and operational layout.*

3.1.2.

**Open Market Products.** Provide a detailed description of your ability to accommodate requests for Open Market Products. Open Market Products is a category of products that cannot be found in your standard catalog offering or non-inventoried products.

GARDINER maintains a robust Parts & Supplies distribution business as well as a centralized procurement group to source a variety of open market products to develop a complete bill of materials for any project. Outside sources for such products include direct manufacturer relationships, distributor agreements, supply house access and membership in HVAC supply distribution and buying consortiums.

To further demonstrate GARDINER's Equipment and Parts extensive product offerings, we have included our full product line cards as an attachment – **Technical Proposal – GARDINER – Section 3.1.2. – Open Market Products.**

**3.1.3. Customized Offering.** Describe how you can customize the program offering to Equalis Group Members.

GARDINER solutions are immediately available to clients through a competitively solicited and publicly procured contract vehicle awarded by Equalis Group, a public sector cooperative purchasing organization, and its Ohio-based lead agent, The Cooperative Council of Governments.

In collaboration with the Equalis Group, GARDINER has created a customizable resource tool to help make access to capital and purchasing easier for local communities.

GARDINER and the Equalis Group's ARPA Building Infrastructure Playbook (draft) is a general resource with guidelines, allowable usage examples, best practices, and easy next steps to fund facility improvements. This will fast-forward the approval process and get client stimulus plans put in action.

Below is a list of what's included with our custom ARPA Playbook:

- Assessment of your current facilities and infrastructure
- Potential facility improvements and energy conservation measures analysis
- Facility Efficiency Audit (FEA) conducted by Gardiner
- Energy Star benchmarking tools
- Clean Water and Air Initiative
- Funding allowable by ARPA
- Financing options with no upfront capital spending
- Grant / Rebate opportunities
- Latest in legislation guidelines for procurement and reporting requirements

GARDINER and the Equalis Group's ARPA Building Infrastructure Playbook Draft has been included as an attachment – **Technical Proposal – GARDINER – Section 3.1.3. – Customized Offering.**

**3.1.4. Differentiators.** Describe what differentiates your company's products and services from your competitors.

GARDINER's competitive advantage is derived from 4 key differentiating factors:

**1. Experience**

GARDINER's team of over 230 local associates combines for over 3,850 years of industry experience. Bill Gardiner sold the first Air Conditioning System for a multi-tenant office building in Cleveland in 1958. Since then, our associates have been solving problems and working to make Northern Ohio buildings more comfortable and more energy efficient. Along the way, GARDINER has hired the best and most experienced HVAC minds in Northern Ohio. We've seen a lot through the years and our associates apply that experience for our clients every single day.

**2. Intelligence**

For years, GARDINER has been a pioneer in Building Data Analytics, using the breadth of our controls and mechanical

systems expertise to our clients' advantage on every job. What makes GARDINER different is the collaboration between our 25+ degreed engineers and our 75+ field technical staff. That advantage leads to growth in both our mechanical and automation and controls businesses.

**3. Flexibility**

GARDINER believes flexibility is a critical component to adapting and overcoming change within the business and industry. Every client has different requirements, some being more complex than others. Our flexibility in delivery models allows us to provide product and services needed in different markets sectors and is a principal reason Gardiner has one of the largest customer bases in Northeast Ohio.

**4. Results**

The central part of GARDINER's mission, which hasn't changed in over 3 decades, is "long-term mutually beneficial business relationships." This applies to both our supplier partners and our clients. Our management and associate focus are outcome-based with a view toward the best long-term outcome for the company, our partners, and associates, as well as our clients. History has shown that GARDINER delivers on its promises.

3.1.5.

**Manufacturing.** Describe your manufacturing process and any advantages it offers over your competitors. Your response may include, but is not limited to, facility locations, explanation of the materials used during various manufacturing processes, a description of the inspection & quality control processes, and identification of manufacturing certifications (e.g., ISO).

While GARDINER does not manufacture any products, our position in the market allows us to be selective in terms of the manufacturers we choose to represent. To maintain our reputation, we have vetted our suppliers to ensure that they meet the highest standards for manufacturing processes, supply chain stability and business practices.

Examples of our primary manufacturing relationships include Daikin, the world's leading and largest manufacturer of indoor HVAC systems and products in the world. Daikin is rapidly growing in the United States with all major product categories for the region being manufactured in North America. Daikin's Texas Technology Park is the largest HVAC manufacturing facility in the world. That plant boasts 10,000 employees and is ISO 9001, ISO 14001 and Great Heart Factory Bronze certified. All major manufacturing bases in Daikin have obtained ISO 9001 certification and have quality management systems conforming to this international standard. Company divisions maintain high levels of product quality and ensure proper management of each department, such as development, procurement, and production. We are also improving quality at our contract manufacturers.

In all aspects of the quality management system, each division continuously carries out internal audits, assesses the operational system, and carries out the PDCA cycle's do, check, and act steps. Furthermore, every year each division sets key quality measures and targets based on the Group's new year policy and then plans and executes a fiscal year plan based on these measures and targets.

**3.2. Turnkey Capabilities**

3.2.1.

**Turnkey Capabilities.** Describe the capabilities available through your company and, if applicable, your authorized network of dealers, distributors, and resellers that support your ability to provide turnkey solutions to Equalis Group Members. Your response may include, but is not limited to, design-build, site assessment, engineering, equipment consultations & recommendation, installation, on-going programs or systems inspection, and maintenance.

From our start as an HVAC equipment provider in 1962, every business we've expanded into has come from clients asking us for help with their building challenges. Our best client partnerships have developed because we've built trust and credibility. As a result, GARDINER has grown to become an established energy services leader in Northern Ohio.

The standard in performance contracting has always been to establish a method of procurement first, then develop the solution. GARDINER takes a different approach; we collaborate with clients to create a solution that accomplishes business objectives, then identify a method of procurement that best fits the solution. From our Energy Based Performance Solutions (EBPS) to our 24/7 truck-based emergency options, to leveraging data analytics, GARDINER's turnkey capabilities and resources are vast.

Our resources from engineering to construction and project close out are competent and diverse in skill set and trades. We have found most success when our clients participate in all phases of construction (Schematic Design – Design Development – Construction Development – Bidding & Award – Construction – Project Close Out). By working with GARDINER, clients can develop and execute a project without having to go through the time and expense of the bid process. Our team works with clients to determine what methods and materials will maximize project value and solve building challenges.

There are three (3) main factors that drive our efficiency and volume of successful turnkey projects:

1. GARDINER's data analytics is used as a tool to identify a root cause of a building(s) problems. In comparison, where most companies conduct site assessments that only consist of visual plant inspection, GARDINER has the advanced capability to track and trend systems to identify system failures that isn't identifiable with visual inspection. This allows our team to be more detailed within the schematic design phase and potential solution options.
2. Our experience in the actual labor and construction of HVAC scope provides us with estimating capabilities that allows us to accurately budget scope in detail. As a result, this shortens project timelines within the design development phase and assists in the construction development and the bidding award phase.
3. Building owners and construction firms both inherently want as minimal construction timelines as possible. GARDINER drives this process by getting construction manager involved early in the construction development phase. This allows the construction manager (CM) to understand building layouts and customer expectations before going to contract. Once contract has been finalized the CM immediately begins coordination of resources and can reduce construction timelines by weeks or months.

Many times, one component that gets left out of the initial HVAC construction project discussion is determining who will service the equipment after it gets installed. As mentioned in Section 3.1.1. GARDINER has over 90 service technicians and trucks on the roads performing day to day service for clients. Our robust service division has the experience and diverse skill sets that we can match our client's requirements.

### 3.3. Installation

3.3.1.	<b>Installation.</b> Is installation available as a part of your proposal? If yes, continue answering the remaining questions in 5.2.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Installation is available as part of GARDINER's proposal.		
3.3.2.	<b>Installers.</b> Is the installation service performed by a company owned installation team or one of your dealers or resellers?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Installation service will be performed by carefully selected local subcontractor partners. All subcontractors selected will be closely managed by GARDINER's project managers.		

3.3.3.	<b>Qualifications.</b> Describe the qualification of your installation crews. Your response may include, but is not limited to, training and certification requirements.
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GARDINER believes that the key to sustained project success hinges on our ability to identify the right project leadership and then develop and maintain an experienced and consistent project team. We understand that our team, the selected subcontractor team, and the relationships we share with the client will have the greatest impact on the overall outcome of this project.

With this said, GARDINER has successfully worked with many local subcontractors to complete similar contracting projects. We have found through experience that utilizing local contracting labor to be invaluable to the success of our projects and a critical component to keeping business within the community.

If selected, the first step in our process will be to select key local partners and acquire a commitment to assist us on completing the project. Each subcontractor chosen for this project will be based upon their reputation, our current standing relationship and the expertise in specific areas that are required for this project.

### 3.4. Other Services

3.4.1.	<b>Training.</b> If yes, provide a description of the training services offered. <b>Note:</b> <i>Training services are not limited to those provided to the members but can also extend to the training you provide you dealers, distributors, and resellers.</i>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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Over the years, Gardiner has proven itself to be a leader in Northern Ohio in providing customized building operational, energy awareness, HVAC and mechanical systems training programs for our clients, contractors, design professionals and associates. We have always been committed to not only housing the best building resources in the market but sharing them through an extensive training and seminar program.

We believe in training so much that we've invested in more training space than some of our competitors have total local office space. With our facilities in Solon, Uniontown, Toledo, and Youngstown, we have over 4,300 square feet of classroom space in four separate training facilities capable of accommodating over 300 students, with groups as small as 4 up to 150 students.

Located in our Solon headquarters, Gardiner's Training & Technology Center houses an extensive showroom that displays innovative technology highlighting Open Automation Systems, Integration, Building Analytics, Building IoT, Boilers, Air Quality and Solar and LED Lighting. Additionally, we have built a state-of-the-art VRV Training Lab, and more recently invested in Daikin's newest interactive technology that provides our clients with an opportunity to experience Daikin's Magnitude WMT magnetic low-pressure chiller in a life-size 3D virtual simulation.

With our investments in renovating our facilities, we're continuing to develop and improve our curriculum and the types of training we offer. Gardiner's professionally developed curricula include training on Daikin VRV systems, as well as a variety of applied and unitary commercial products and broader technical topics. Each course is designed and taught by highly trained and experienced instructors around specific objectives based on industry needs.

While we welcome and encourage clients to join us at our Training & Technology Center, we understand that at times our clients prefer training to be held at their location. We have specifically designed our training program with flexibility in mind, allowing us to implement customizable training programs for entire departments or even set up personal training sessions for clients upon request as necessary, both onsite and remotely.

Regardless to whether clients are just starting their careers in the industry, or if they're an experienced engineer, technician or building operator who wants to further develop their knowledge and skills, Gardiner has training courses available to help achieve a plethora of learning objectives.

3.4.2.	<b>Maintenance Services.</b> If yes, provide a description of the maintenance services included in your proposal.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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Over the past 50 years, GARDINER has evolved into the largest HVAC service provider in Northern Ohio serving more than 900 clients in the Solon, Akron, Youngstown, and Toledo areas.

What separates us from other service providers isn't as much about what we do, it's about the people who do it. We have assembled a team that includes over 100 local factory-authorized service technicians trained to perform services for grade schools, universities, government facilities, hospitals, and companies in both the commercial and industrial markets. Our team services all manufacturer's equipment and have the area's most extensive service base of Trane, Carrier, Daikin, and York equipment.

We are laser focused on solving challenges and making buildings work, whether that's through proactive preventative and predictive maintenance or responding to an emergency service call. By offering a range of service customized to client's maintenance needs and goals, our team of experts provide clients with the best resources to achieve comfortable, reliable, and efficient facilities.

Below is a list of maintenance service offerings included in our proposal:

**Scheduled Maintenance Agreement**

GARDINER's Scheduled Maintenance agreement involves the routine maintenance of equipment and assets. This agreement includes a detailed outline of preventative maintenance tasks, including the type and the piece of equipment for the appropriate times/seasons of the year. All repairs are quoted or performed on Time and Material.

**Comprehensive Maintenance & Repair Agreement**

GARDINER's Comprehensive Maintenance & Repair agreement is an all-inclusive agreement with repair labor and material included some exclusions are for non-maintainable items. This agreement provides the client with an annual budget able cost and risk protection.

**Building Ai Program**

GARDINER's Building Ai data-enabled services provides support to help ensure client's capture the full power of their HVAC system investment, regardless of the automation system manufacturer. This program utilizes data from existing Building Automation Systems to continuously commission HVAC systems to improve comfort, energy efficiency and reduce operating costs.

**Emergency Service**

Emergency service is provided 24/7 with a 2 to 4 hours response commitment.

**Water Treatment Service**

GARDINER's water treatment service is available to protect hydronic systems and ensure efficient operation. Our water treatment experts work with clients to develop a custom program using the most advanced scale inhibitors and biocides. We offer multiple programs to our clients; programs include Cooling Tower Water Treatment, Boiler Water Treatment, Closed Loop Treatment and FDA-Cleared Point of Delivery Filtration is available to protect hydronic systems and ensure efficient operation.

3.4.3.	<b>Emergency Service.</b> Describe your company's ability to service emergency maintenance and repair requests.
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GARDINER is 100% committed to providing premier custom service to our clients that includes priority assistance with quick response/emergency service visits. Our service team is ready to respond 24-hours a day, 7 days a week, 365 days a year, including weekends and holidays.

Below is a breakdown of our emergency service hours and response time.

(Mon-Fri) emergency service requests during normal (7am-5pm) business hours – 2 to 4 hours

(Mon-Fri) emergency service requests outside of normal business hours - 2 to 4 hours

Weekend and holiday emergency service requests - 2 to 4 hours

### 3.5. Additional Features

3.5.1.

**Value Add.** Describe any other features or capabilities relating to this RFP that would improve or enhance your company’s proposal. Your response may include, but is not limited to, additional or complementary products and services, ecommerce capabilities, marketing capabilities, green initiatives, and technological advancements.

In addition to GARDINER’s products and services already provided in **Section 3.1.1.**, we have included supplementary features and capabilities GARDINER offers below.

#### **WELL Health Building Safety Program**

GARDINER is Northeast Ohio’s first and only member of the International WELL Building Institute (IWBI), the world’s foremost authority on the impact of facilities on health and wellness.

The WELL Health-Safety Rating is an evidence-based, third-party verified rating for facilities that focuses on operational policies, maintenance protocols and emergency plans to address a post COVID-19 environment. The program is designed to strengthen your COVID -19 policies and procedures by prioritizing health and safety of students and staff

GARDINER provides a WELL Health-Safety Assessment for schools that will help quickly collect, organize, and evaluate data covered the following six key themes: Cleaning & Sanitation Procedures, Emergency Preparedness Plans, Health Service Resources, Air & Water Quality Management, Stakeholder Engagement & Communication, and Innovation.

For reference, GARDINER ’s WELL Health-Safety Assessment has been included as an attachment – **Technical Proposal – GARDINER – Section 3.5.1. – Value Add**

#### **Energy Star Certification**

The Energy Star Building Program has been around since the early 90’s, helping facility owners and managers all over the country to benchmark and improve their energy performance. As a formal energy services partner with Energy Star, GARDINER has helped dozens of clients achieve Energy Star Certification for their building. We practice what we preach, too. In 2011, our Solon headquarters building was certified as an Energy Star Building, a rating we’ve maintained every year since.

#### **STEM Student Engagement Program**

GARDINER has a history of working with administrations from the public and private school districts that we work with to provide real-world educational opportunities for students. These programs include classroom lessons on energy efficiency, indoor air quality and the impact of buildings on student achievement. More importantly, we’re committed to providing students with engaging experiences to explore potential careers in engineering and the sciences. We frequently host field trips for specific classes or STEM clubs to our Training & Technology Center in Solon, which features interactive displays, equipment, and the world’s first HVAC-themed escape room puzzle experience. We’ve also engaged our clients to host panel discussions for schools on careers in mechanical engineering, manufacturing, building automation and other technical fields.

#### 3-D Virtual Reality Simulation Technology

As mentioned in **Section 3.4.1 - Training**, GARDINER has recently invested in Daikin's newest interactive cutting-edge VR technology that provides our clients with an opportunity to experience Daikin's Magnitude WMT magnetic low-pressure chiller in a life-size 3D virtual simulation. Clients can use X-Ray vision and see the inner workings of a chiller to visit our Training & Technology Center.

### 3.6. Additional Offerings

3.6.1.	<b>Other Capabilities.</b> Identify and describe any other products and/or services your company offers outside the primary scope of this RFP that can be made available to Equalis Group Members. Include proposed pricing for any additional products or services your company offers in <b>Attachment B – Cost Proposal</b> in accordance with the directions provide in <b>RFP Section 2.3 Cost Proposal &amp; Acceptable Pricing Formats.</b>
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As introduced in **Section 3.1.1 - Products and Services**, GARDINER's Building AI (Applied Intelligence) is our fastest-growing service offering.

GARDINER's Building AI data-enabled services provides support to help ensure that client's capture the full power of their HVAC system investment, regardless of the automation system manufacturer or how they currently approach service and maintenance at their facility.

Our Building AI program provides two tiers of support, each tier enables clients to select a level of service that is appropriate for their facility's operations.

GARDINER 's Building AI Program with a Performance Report Sample has been included as an attachment – **Technical Proposal – GARDINER – Section 3.6.1. – Other Capabilities**

### 3.7. Warranty

3.7.1.	<b>Warranty.</b> Provide a copy of the manufacturer's warranty. If required, please attach the warranty as an attachment, as instructed in this document. Describe notable features and/or characteristics of the warranty that a public sector customer would find interesting or appealing. Pricing related to the any extended warranty options must be included in <b>Attachment B – Cost Proposal.</b>
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#### GARDINER's Standard Warranty

GSC guarantees service work and all materials of GSC's manufacture against defects in workmanship for 365 days from date of completion of work and will repair or replace such products or components as GSC finds defective. This warranty does not include cost of handling, shipping or transportation involved in supplying replacements for defective components. This warranty does not include the replacement of refrigerant lost from the system. On machinery and materials furnished by GSC, but manufactured by others, the only warranty provided is that of the manufacturer. **THE WARRANTY AND LIABILITY SET FORTH IN THE PRECEDING PARAGRAPH ARE IN LIEU OF ALL OTHER WARRANTIES AND LIABILITIES, WHETHER IN CONTRACT OR IN NEGLIGENCE, EXPRESS OR IMPLIED, IN LAW OR IN FACT, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR USE OR FITNESS FOR A PARTICULAR PURPOSE.**

\*GARDINER's Standard Warranty can also be found in our Standard Contract Terms & Conditions as an attachment for **Section 4.3.2. – Customer Agreements.**

#### Other Manufacturer Warranties

All manufacturers that we represent offer different levels and terms of warranties on the products they produce. Upon request, GARDINER will provide manufacturer warranty information for specified products.

## Section 4. Business Operations

### 4.1. Customer Service

4.1.1.	<p><b>Customer Service Department.</b> Describe your company’s customer service department &amp; operations. Your description may include, but is not limited to, hours of operation, number and location of service centers, parts outlets, number of customer service representatives. Clarify if the service centers are owned by your company or if they are a network of subcontractors.</p>
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Below is a breakdown of GARDINER’s office locations, hours of operation and number of customer service representatives.

**Gardiner Offices and Warehouse Locations:**

GARDINER has four (4) offices located throughout Northern Ohio, and one (1) Parts Warehouse & Showroom:

Solon (Main) Office:	31200 Bainbridge Road, Solon, OH 44139 phone: (440) 248-3400   fax: (440) 349-3585
Parts Warehouse & Showroom:	31300 Bainbridge Road, Solon, OH 44139 phone: (440) 394-4000   fax: (440) 349-3585
Akron Office:	1530 Corporate Woods Parkway, Suite 200, Uniontown, OH 44685 phone: (330) 896-9358   fax: (330) 896-4158
Youngstown Office:	6981 Southern Boulevard, Suite G, Boardman, OH 44512 phone: (440) 248-3400   fax: (440) 349-3585
Toledo Office:	4444 Keystone Drive, Suite H, Maumee, OH 43537 phone: (419) 794-3400   fax: (419) 794-2444

**GARDINER Customer Service Representatives:**

**DISTRIBUTION**

**New Equipment Systems**

- (15) Outside Sales Representatives: (10) Solon; (2) Akron-Canton; (3) Toledo
- (3) Inside Sales Representatives: (1) Solon; (1) Akron-Canton; (1) Toledo
- (7) Administrative Support: (4) Solon; (2) Akron-Canton; (1) Toledo

**Parts & Supplies**

- (1) Outside Sales Representatives: (1) Solon
- (3) Inside Sales Representatives: (3) Solon
- (1) Administrative Support: (1) Solon

**SERVICE**

**Mechanical Service**

- (8) Outside Sales Representatives: (7) Solon; (1) Toledo
- (2) Inside Sales Representatives: (2) Solon
- (5) Administrative Sales Support: (4) Solon; (1) Toledo
- (6) Dispatch Coordinators: (5) Solon; (1) Toledo

**SOLUTIONS**

**Automation & Controls**

- (4) Outside Sales Representatives: (3) Solon; (1) Youngstown
- (1) Inside Sales Representatives:
- (1) Administrative Sales Support:

**Performance Solutions**

- (6) Outside Sales Representatives: (6) Solon
- (1) Administrative Sales Support: (1) Solon

**GARDINER Hours of Operation:**

Normal business hours of operation: 8am-5pm (Mon-Fri)

**Service** – Normal business hours of operation: 7am-5pm (Mon-Fri)

\*Emergency service response available – see **Section 3.4.3. – Emergency Service**

**Parts** – Normal business hours of operation 7:30am-5pm (Mon-Fri)

\*Parts has a parts specialist on call 24/7; (800) 251-4044

4.1.2.

**Complaint Resolution.** Describe your customer complaint resolution process. Describe how unresolved complaints are handled.

GARDINER’s complaint resolution process is built around the premises of our company mission of building long-term mutually beneficial relationships.

Our team of account managers works closely with our clients to build and maintain trusting partnerships where open communication is encouraged, this includes client feedback whether good or bad. We empower our associates to make decisions to resolve client complaints immediately whenever possible.

While rare, complaints that escalate will be addressed by our management or executive team. GARDINER’s local, independent ownership allows us to handle and resolve clients’ issues as necessary and in a timely manner.

Each client complaint is reviewed, discussed, and then address appropriately. A follow up discussion will be had to ensure the issue has been addressed and corrected and that the client is satisfied with the resolution.

4.1.3.

**Product Returns/Exchange.** Describe your product return/exchange policy and procedures.

GARDINER’s product return/exchange policy for both our distribution divisions can be found below.

**New System Sales**

Goods must not be returned except by permission of the Company, and when so returned will be subject to discount.

**Parts & Supplies**

All products are subject to a 20% restocking fee, except for special circumstances of larger scale shipments.

## 4.2. Order & Invoice Processing; Payment

4.2.1.

**Order Process.** Describe your company’s proposal development and order submission process.

GARDINER’s order process starts with a simple principle: we believe in being easy to do business with for our clients. Our team of more than 40 sales associates across our businesses work with clients to develop customized proposals to meet the needs of the specific client, project, and situation. That entire process is supported by full, locally staffed engineering, development, procurement, and billing teams, all with a common goal of providing a world-class client experience. Once developed and agreed to, a thorough contract outlining all aspects of the project is signed by both parties and turned over to project fulfillment.

4.2.2. **Invoice Process.** Describe your company's invoicing process.

For contracting projects, GARDINER utilizes progress billing; client is billed based upon percentage of project completion.

4.2.3. **Payment.** What are your standard payment terms? What methods of payment do your company accept?

GARDINER's standard payments terms are as follows:

Customer shall pay GARDINER's invoices within net thirty (30) days of invoice date. GARDINER will invoice customer for all equipment or material furnished, whether delivered to the installation site or to an off-site storage facility and for all work performed on-site or off-site monthly. All amounts outstanding 10 days beyond the due date are subject to a service charge not to exceed 1.5% of the principal amount due or the maximum allowable legal interest rate, retroactive to the due date. Client shall pay all costs (including attorneys' fees) incurred by GARDINER in attempting to collect amounts due.

GARDINER accepts credit cards, checks and ACH payments.

4.2.4. **Financing.** Does your company offer any financing options or programs?  Yes  No

We understand that knowing what you want isn't the biggest challenge, it's being able to buy it in an environment of competitive bidding and compliance. GARDINER offers multiple financing options/programs to access our products and services on government procurement schedules and via approved Group Purchasing Organizations.

GARDINER routinely assists our clients to uncover the most fiscally responsible way to fund an Energy Based Performance Solution project. Our financial solutions expertise gives clients access to a full range of tools from government procurement options to shared savings to complete project financing.

GARDINER acts on behalf of the client to secure the most favorable terms and conditions, as well as help guide the process. There are two distinct paths that clients could take regarding financing:

1. Traditional Energy Based Performance
2. Gardiner's Shared Savings Program

**OPTION ONE**

**Traditional Energy Based Performance Solutions**

One of the methodologies available for funding a traditional EBPS project is for the city to utilize one of several tax-exempt borrowing options available to municipalities. Those options include but are not limited to:

- Tax-Exempt Lease Purchase (TELP)
- General Obligation or Revenue Bonds
- Certificates of Participation (COPS)

Under a traditional EBPS arrangement, clients would be borrowing the funds and paying GARDINER on an agreed upon schedule or progress billing arrangement. This type of solution is beneficial in several ways:

- Eliminates financial risk of project because the city passes financial performance to the EBPS contractor.
- Reduces engineering and procurement cost due to the design build nature which reduces costly overlap and non-productive effort.
- Accesses capital via secondary resources (energy savings) to fund project allowing the city to use its capital resources for other needed improvements.

- Can match debt payment stream to expected energy savings revenue.
- GARDINER will offer to guarantee the results of the savings projections as well as the technical implementation thus eliminating risk to the client.
- Entire project is implemented and performed by one firm, GARDINER Performance Solutions. Therefore, clients have one point of contact which greatly the cost of project and management resources needed.

**OPTION TWO**

**GARDINER’s Shared Savings Program**

A common misconception is that improving your building’s systems or energy performance requires a large capital investment. In many cases, big improvements can be made with little or no capital investment. Through conversation with our clients and extensive research, we have identified the need for alternative ways to fund energy conservation projects for Ohio’s municipalities, local governments, educational institutions, and other public entities in Ohio. In response, GARDINER developed our Shared Savings Program; a funding tool for clients that simply allows you to pay for all aspects of a project through a mutually agreed upon shared savings agreement.

The difference between the Traditional EBPS method described above and GARDINER’s Shared Savings Program is that the client does not acquire any kind of debt to fund the project. Instead, all payments are through a shared savings arrangement made between GARDINER and the client.

The benefits of GARDINER’s Shared Savings Program for clients would include but are not limited to the following:

- Eliminates financial risk of project because of “shared savings” concept. The client only pays out of what it saves.
- Accesses capital via secondary resources (energy savings) to fund project which allows the client to use its capital resources for other needed improvements.
- No upfront, capital budget dollars needed to start project.
- GARDINER will offer to guarantee the results of the savings projections as well as the technical implementation thus eliminating risk to the client.
- Entire project is implemented and performed by one firm, Gardiner Performance Solutions. One point of contact for the client greatly reduces the cost of project and management resources needed.

Furthermore, to demonstrate the depth of our financing experience, Gardiner has also utilized the following funding vehicles for our clients: House Bill 264, House Bill 300, House Bill 7, Property Assessed Clean Energy (PACE), Power Purchase Agreement (PPA), Ohio Energy Loan Fund, Guaranteed Clean Energy, Vendor Lease, Direct Bank Lease, Utility Lease, Utility on Bill Payment, Certificate of Participation (COP) and other programs that have been limited offerings such as Qualified Zone Application Bonds (QZAB) Qualified Energy Conservation Bonds (QECB).

A document with more information on Cooperative Purchasing On-Bill Financing Options been included as an attachment – ***Technical Proposal – GARDINER – Section 4.2.4. – Financing***

**4.3. Members Contracting for Services**

4.3.1.	<b>Customer Set Up.</b> Once an Equalis Group Member decides to accept your company’s proposal to provide services, what is the process for the Member to become a customer?
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GARDINER’s process to set up a client is quite simple and straight forward.

The client must request a credit application from GARDINER. Upon receiving the credit application, the form must be filled out and submitted back to GARDINER for approval.

Once GARDINER approves the credit application, our F&A department creates an account for that client in our data base where the client is set up for future business transactions.

4.3.2.	<b>Customer Agreements.</b> Does your company have standard customer agreements? If yes, please provide copies of any standard customer agreements and describe your process and timeline for reviewing, negotiating, and finalizing any customer-specific contract terms or requirements.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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GARDINER has standard customer agreements.

We have created a standardized process when drafting and reviewing contractual agreements. Prior to drafting the contract, GARDINER’s engineering, construction and sales departments meet to discuss and coordinate. During this meeting, our account managers present client expectations and discuss any conditions that may be outside the standard terms and conditions of contractual drafts. These items may include specific vehicle funding requirements, construction timelines, etc.

Next, our engineers draft the scope of work descriptions, energy calculations etc. while project managers will provide schedule of values, labor requirement as well as draft any specific safety terms. Once this coordination meeting is completed, it takes GARDINER no longer than 3-4 business days to have a preliminary draft for the client to review.

Due to our ongoing presence in the public sectors, many of the state’s legal firms are already familiar with our drafts thus negotiation timelines are minimal. In some instances, Governments may ask their local prosecuting attorneys to review the draft, and this prolongs the negotiating timeline as some clients require guidance in construction contracting. Often, contract negotiations can take a few as 1-2 weeks depending on the client’s legal firm and construction contract knowledge.

GARDINER’s standard customer agreement has been included as an attachment – **Technical Proposal – GARDINER – Section 4.3.2. – Customer Agreements.**

#### 4.4. Bonding Capabilities

4.4.1.	<b>Bonding.</b> Describe your company’s bonding capacity.	
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GARDINER’s bonding capacity is as follows:

Single Limit - \$15,000,000.00 / Aggregate Limit - \$30,000,000.00

GARDINER’s Bond Ability Qualification Letter has been included as an attachment – **Technical Proposal – GARDINER – Section 4.4.1. – Bonding.**

4.4.2.	<b>Rating.</b> Is your bonding obtained from a surety with an “A” rating from AM Best?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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GARDINER’s bonding is obtained from CNA / Western Surety Company.

#### 4.5. Sustainability, Reclamation, and Recycling Initiatives

4.5.1.	<b>Sustainable Company Initiatives.</b> Describe the ways in which your company is addressing the issue of sustainability.	
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GARDINER makes buildings work for the environment.

We are serious about energy. That's why our team includes more than 26 engineers with Certified Energy Manager (CEM) or LEED accreditation designations. Everything we do, from the equipment we represent to the way our staff works with building owners, considers the impact of energy use in a facility.

Not only do we offer a complete portfolio of the most efficient HVAC equipment on the market, but we also offer interoperable, integrated solutions to help manage and maintain the optimal control setup to manage utilities.

In addition, as part of our Building AI offering, our energy engineers monitor facility energy usage along with system operation to identify areas of improvement, making adjustments and recommendations as necessary while providing a clear benchmark of client's facility's relative performance. Many times, we can leverage guaranteed savings to help fund client projects, as well as assist clients in achieving Energy Star Certification for their facilities.

Furthermore, GARDINER's Dynamic Commissioning process has saved clients millions of dollars to date – over \$10,111,271 in verified energy savings to be exact.

GARDINER's policy related to sustainability initiatives is to follow the ASHRAE (The American Society of Heating, Refrigerating and Air-Conditioning Engineers) definition of sustainability: *The concept of maximizing the effectiveness of resource use while minimizing the impact of that use on the environment.*

GARDINER has been and continues to be involved in medium to large scale projects where we calculate energy savings during the construction phase. The construction phase can last up to a year at times, so when we begin a project our energy engineer models the buildings for current operating conditions and future ECM'S being implemented. A percentage of the savings is applied to the construction period. We have the expertise with Supply-Side Energy Management to analyze, negotiate and reduce utility costs for clients.

## Section 5. Go-To-Market Strategy

### 5.1. Bidder Organizational Structure & Staffing of Relationship

5.1.1.

**Key Contacts.** Provide contact information and resumes for the person(s) who will be responsible for the following areas; Executive Contact, Contract Manager, Account Manager/Sales Lead, Reporting Contact, and Marketing Contact. Indicate who the primary contact will be if it is not the Account Manager.

GARDINER believes that the key to sustained project success hinges on our ability to identify the right project leadership and then develop and maintain an experienced and consistent project team. Below is a list of GARDINER's key contacts, including the primary contact:

**Executive Contact:** Todd Barnhart, *CEO & President*  
(440) 248-3400 x1496 [tbarnhart@whgardiner.com](mailto:tbarnhart@whgardiner.com)

**ROLE DESCRIPTION**

- Responsible for the overall success of the company
- Participates in key managerial decisions as a member of the executive management team
- Leads development and execution of short and long-term strategies, with goal of increasing shareholder value

- Monitors and directs the implementation of strategic business plans
- Assists in formulating the company's future direction and supporting tactical initiatives
- Cultivates in-depth relations with all members of the management team, as well as the organization
- Creates, communicates, and implements the organization's vision, mission, and overall direction
- Maintains awareness of competitive market landscape, expansion opportunities and industry Developments

**EDUCATION & TRAINING**

The Ohio State University  
*Bachelor of Science, Civil Engineering*

**INDUSTRY EXPERIENCE**

GARDINER (1997 – Present)

**Contract Manager:** **Kevin McHale, *Contracting Operations Manager***  
**(440) 248-3400 x1442** [kmchale@whgardiner.com](mailto:kmchale@whgardiner.com)

**ROLE DESCRIPTION**

- Leads, supports, and coaches a team of engineers, project managers and field support staff
- Responsible for client interface, and departmental project management and development
- Monitors project objectives, company policies, procedures, and performance standards
- Works together with the project team to create a mutual understanding of the project strategy based on the requirement of the job
- Oversees several projects, coordinating budgets, estimates, deadlines, and deliverables
- Supervises and coordinates project operations as they are being carried out to make sure that the work is done according to outlined specifications
- Organizes turnkey delivery on projects
- Ensures project resources are utilized in the most effective manner by collaborating across business units

**INDUSTRY EXPERIENCE**

GARDINER (2017 – Present); Lennox (2014 – 2017); Johnson Controls (2009 – 2014)

**Account Manager:** **Dave Smith, *Performance Solutions Business Leader / Account Manager***  
**(440) 248-3400 x1583** [dsmith@whgardiner.com](mailto:dsmith@whgardiner.com)

**ROLE DESCRIPTION**

- Manages a team of account managers for healthcare, education & government vertical markets
- Responsible for client interface, and departmental
- Ensures projects comply with state regulations
- Resolves conflicts and provides solutions to clients in a timely manner
- Evaluates and assists clients in securing competitive project financing

**EDUCATION & TRAINING**

University of Akron  
*Bachelor, Business Administration*

**INDUSTRY EXPERIENCE**

GARDINER (2017 – Present); Brewer-Garrett (2006 – 2017)

**Reporting Contact:** Carole Dienes, *Contracting Operations Administrative Manager*  
(440) 248-3400 x1587 [cdienes@whgardiner.com](mailto:cdienes@whgardiner.com)

**ROLE DESCRIPTION**

- Manages contract operations administrative team
- Oversees contracting project financials – including jobs booked, billing and customer requirements
- Ensures accurate and timely month-end, quarter-end, and year-end billing
- Works directly with clients to resolve any account issues

**INDUSTRY EXPERIENCE**

GARDINER (1995 – Present)

**Marketing Contact:** Dan Babic, *Chief Commercial Officer*  
(440) 248-3400 x1445 [dbabic@whgardiner.com](mailto:dbabic@whgardiner.com)

**ROLE DESCRIPTION**

- Responsible for the overall sales & marketing strategy of the company
- Participates in key managerial decisions as a member of the executive management team
- Leads the development of the organization as it relates to client experience & business growth
- Takes ownership of the client & client interface with our product & service offerings
- Works to ensure that all functions of the organization are aligned to meet its strategic commercial objectives
- Takes an active role in developing and leading strategic partnerships for Gardiner
- Helps to guide and reinforce the organization’s vision, mission, and overall direction
- Maintains awareness of competitive market landscape, expansion opportunities and industry developments

**EDUCATION & TRAINING**

John Carroll University  
*Bachelor of Arts, Marketing Communications*

**INDUSTRY EXPERIENCE**

GARDINER (1998 – 2007; 2016 – Present)

5.1.2.	<b>Sales Organization.</b> Provide a description of your sales organization, including key staff members, the size of the organization, in-house vs. third-party sales resources, geographic territories, vertical market segmentation, etc.
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GARDINER is a mid-sized service company with over 230 associates with a combined 3,750 years of industry experience. Our business is made up of three (3) business units: distribution, service, and solutions. Within those three business units, GARDINER has six (6) divisions in which there is a sales team for each one.

Below is a breakdown of GARDINER's business units/divisions and the business leader for each:

**DISTRIBUTION**

New System Sales – Dan Nish  
Parts & Supplies – Alex Boarman

**SERVICE**

Mechanical Service – Brent Jividen  
Building AI – Matt Field

**SOLUTIONS**

Automation & Controls – Dan Sabetta  
Performance Contracting – Dave Smith

GARDINER's business model is unique, our multiple divisions have quite a bit of overlap and in result provide additional support for one another. In addition, it allows for us to work with public sector clients in whatever way best fits their preferred way to complete construction projects and operate their buildings. Below are some examples of cross-departmental support.

- Our **Performance Solutions** division works directly with owners. Our consultative approach is to understand the clients' needs and provide solutions from one (1) or all the products and services we provide.  
This division is the most flexible in terms of how we participate in the market. Not only can we drive business to other divisions internally, but we are also granted flexibility in participating in various construction delivery models that include Design/Build, Design/Bid/Build, CM @ Risk, etc.
- Our **New System Sales** division works directly with architects and construction managers who design and bid out equipment for new construction and renovation. In this situation, if GARDINER's engineering or construction management is not needed or required by the client, GARDINER provides value with HVAC material and equipment. We represent over 50 manufacturers including the largest HVAC manufacturer in the world with Daikin. GARDINER holds over 60% of the commercial HVAC equipment in Northern Ohio.
- Our **Mechanical Service** division works directly with owners to provide mechanical support. Not only does this division provide support to customers that utilize performance solutions and new system sales, but GARDINER's service technicians are also trained to provide HVAC support to all the major HVAC equipment that is on the market today such as Honeywell, York, Trane, etc.
- Our **Automation & Controls** division works with both owners and the architectural and construction communities. Building Automation/Controls are the backbone to any mechanical project that is implemented. Building Automation/Controls are sometime bought as standalone projects, but rarely if ever is an HVAC project purchased without some control's component.
- Our **Applied Intelligence** team works directly with owner and the architectural and construction communities. When working directly with owners we provide a continuous commissioning platform to ensure their buildings operate efficiently uninterrupted constantly. Construction managers have utilized Applied Intelligence to track and identify post construction flaws and drive project closeouts in a timelier fashion.
- Our **Parts & Supplies** division works directly with owners and provides the maintenance and facility relationships that are equally and sometimes more important than the C-level relationships. This is especially true in today's environment with the current supply chain challenges and the pressing need for proper indoor air quality, providing the support to the men and women that are directly responsible for comfort, efficiency and health and safety has been valuable.

As demonstrated above, each of GARDINER's different division allow us to participate in every market including industrial, commercial, education, government, and healthcare. With a large sales team of over 45 sales representatives, GARDINER can sell products and services nationwide. With that said, our individual salespeople are encouraged to establish business networks to drive business and have the authority to provide success or finder fees to those network relationship when warranted.

**Inhouse vs Third-Party Resources**

Gardiner possess in-house resources to drive most turnkey facility solutions. The benefit to Gardiner's in-house resources is our technical expertise to act as a stop gap to contractor performance and cost. However, Gardiner will at times, and when necessary, seek outside consultations for design disciplines, where we seek additional knowledge or require the assistance of third review.

In some instances, and periodically GARDINER will employ third party marketing firms to launch campaigns in specific markets. For example, GARDINER utilized “The Impact Group” this year to provide digital and hard copy marketing material to Ohio’s K-12 market which resulted in \$6.5mm in sales.

## 5.2. Contract Implementation Strategy & Expectations

5.2.1. **Contract Expectation.** What are your company’s expectations in the event of a contract award?

Over the last 3-4 months Gardiner and the Equalis Group have worked together to prepare and enhance project budgeting models and the overall submittal process. Together, we have been working jointly to provide client legal departments information required to contract with Gardiner through the Equalis Group. In addition, we have also co-developed a foundational marketing plan with the Equalis Group that requires further enhancement and action.

If awarded this contract, Gardiner’s expectation is to immediately refine and finalize the business and marketing plans we began co-developing with the Equalis Group within the last quarter of this year and establish actionable instructions to carry out and begin business generation.

5.2.2. **Five (5) Year Sales Vision & Strategy.** Describe your company’s vision and strategy to leverage a resulting contract with Equalis over the next five (5) years. Your response may include but is not limited to; the geographic or public sector vertical markets being targeted; your strategy for acquiring new business and retaining existing business; how the contract will be deployed with your sales team; and the time frames in which this will be completed.

As described in **Section 3.1.4.** of this proposal, this contract can be leveraged through multiple construction models.

Through combining Gardiner’s multiple business units (New Construction, Service, Performance Solutions, Distribution & Parts and Controls) with the multiple construction model options, there are a plethora of opportunities to drive participation in one form or another.

As previously mentioned, GARDINER has over 45 sales representatives that will be able to take advantage of this contract with Equalis. The degree in which each sales representative will differ, depending on the division they work for, as well as the vertical markets they serve. The division and vertical markets dictate the scope and revenue the Equalis Group can expect to see over the course of the contract.

With this said, we anticipate our Performance Solutions and Controls divisions to be the two divisions that will benefit the most from our contract. Next, would be our service and parts distribution divisions primarily due to budgets being under K-12 and government bidding requirements.

By focusing on Performance Solutions and Controls we can provide an update on our divisional marketing plans. Currently, our sales representative for the K-12 and Government vertical markets consist of six individuals; two are focused on controls within both markets, two are focused on strictly K-12 and the other two on Government.

### Education Institutions Market Observation

We have seen K-12 experience significant growth in the industry because of ESSR funds. Many educational institutions predominant scope is focused on Indoor Air Quality solutions and Air Conditioning. We anticipate this growth to continue into 2023; after 2023 we expect to see market adjustments and a shift away from health and safety and back to energy conservation.

**Government Institutions Market Observation**

Looking at the big picture, it's easy to see that Government is lagging K-12 for a couple of reasons. First, ESSR funds were released over a year before ARPA funds were made available. Second, budgeting was delayed until the state determined municipality participation. Third, there is less flexibility in what ESSR funds can be applied to in comparison to the ARPA funds available which has led to some indecision on government division allocations. Lastly, larger government entities with bigger footprints inherently are going to take longer to develop a budgeting plan.

In conclusion, some of these delays have been rectified, and as some of the additional items continue to get resolved budgeting will become clearer and we expect to see a large demand in HVAC over the next 2-3 years.

**Business Strategy**

Our business model and divisions are structured to create a constant flow of business generation and proven to be successful. Three of the six individuals from our Performance Solutions division are focused on business development and tasked with finding and qualifying new opportunities and making introductions to other project personnel. This handoff usually occurs between the schematic design and design development phase. This structure helps moderate the peaks and valleys of construction projects and provides a more even flow of project development overall.

GARDINER has a very high retention rate with our clients and has proven to be above the standard that you typically see in construction. The primary reason behind this is our service divisions. These divisions tether us to the client with critical "after project" support. We not only do we install equipment, but we also have an extensive team that can support and service the equipment afterwards. In addition to having capabilities to install boilers, chillers, air handling units, LED lighting, building automation systems etc., we can optimize and manage client's operations and efficiencies as well.

In most cases, our clients see a GARDINER representative every quarter. We make it a point to stay connected and involved as much as possible. Our team focuses on solving building challenges and coming up with solutions that best suite the client regardless of the obstacles being faced.

**Geographic Target**

Geographically, GARDINER possesses the resources to market and drive business in not only Ohio, but all surrounding States. We have offices in Toledo, Akron, Youngstown and headquartered in Solon. As a result of our relationships with over 50 HVAC manufacturers, GARDINER has numerous relationships with contractors across the country. These relationships and understanding contractor capabilities eliminates the largest hurdle in expanding our footprint to other regions of the country. Expanding our footprint and the schematics behind that effort are currently in consideration/discussion.

5.2.3.	<b>Sales Team Incentives.</b> Will your sales team be equally incentivized to leverage the Equalis Group Master Agreement when compared to their typical compensation structure?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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GARDINER's sales team will be equally incentivized to leverage the Equalis Group Master Agreement.

5.2.4.	<b>Revenue Objectives.</b> What are your sales revenue objectives in each of the five (5) years if awarded this contract?
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If awarded this contract, GARDINER's five (5) years sales revenue objectives for local governments and educational institutions are as following:

<u>Education Institutions:</u>	<u>Government Institutions:</u>
2022 - \$4,000,000	2022 - \$20,000,000
2023 - \$7,000,000	2023 - \$30,000,000

2024 - \$15,000,000	2024 - \$20,000,000
2025 - \$10,000,000	2025 - \$12,000,000
2026 - \$12,000,000	2026 - \$14,000,000

## Section 6. Administrative Requirements

### 6.1. Admin Fee & Reporting

6.1.1.	<b>Administrative Fee.</b> Equalis Group only generates revenue when the Winning Supplier generates revenue based on contract utilization by current and future Members. The proposed Administrative Fee for this contract is two percent (2%) based on the terms disclosed in the <b>Attachment D – Model Administration Agreement</b> .	<input checked="" type="checkbox"/> Agree <input type="checkbox"/> Negotiate
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GARDINER agrees to the proposed 2% administrative fee for this contract.

Additionally, as appreciation for the partnership we have established with the Equalis Group, and with the hope to continue to build on this partnership, GARDINER would like to extend an additional offer that adds an additional two (2%) percent for a total of four (4%) percent for any contract that was generated by the Equalis Group.

6.1.2.	<b>Sales &amp; Administrative Fee Reporting.</b> Equalis Group requires monthly reports detailing sales invoiced the prior month and associated Administrative Fees earned by the 15 <sup>th</sup> of each month. Confirm that your company will meet this reporting requirement. If not, explain why and propose an alternative time schedule for providing these reports to Equalis Group.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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GARDINER will meet Equalis Group's monthly reporting requirements.

6.1.3.	<b>Self-Audit.</b> Describe any self-audit process or program that you plan to employ to verify compliance with your proposed contract with Equalis Group. This process includes ensuring that Members obtain the correct pricing, that your reports all the sales under Contract, and the Winning Supplier remit the proper admin fee to Equalis.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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As part of GARDINER's self-auditing process, we have several Quality Control Measures in place.

GARDINER's self-audit process that we plan to employ to verify compliance with our proposed contract is as follows:

GARDINER's project team discusses and creates a comprehensive project budget. Once budgeting is completed, GARDINER's engineering, operations, and sales team coordinate an "estimate and scope" meeting where all detailed budgeting numbers are reviewed for accuracy and compliance. A contract number is then requested and assigned by GARDINER's controller.

Once the contract number is received, our engineer then submits the contract number to the Equalis Group for approval. Once the contract number is approved, a project contract is then created and a resolution indicating that the project was procured through the membership by the owner is identified. Finally, the administrative fee that was identified in the estimate and scope meeting is then transmitted to the project turnover records.

## ATTACHMENT C: REQUIRED BIDDER INFORMATION & CERTIFICATIONS

**Purpose of this Attachment C:** CCOG requires the following information about Bidders who submit proposals in response to any CCOG request for proposal (“RFP”) in order to facilitate the execution of the master group purchasing agreement (“Master Agreement”) with the winning supplier (“Winning Supplier”). CCOG reserves the right to reject a Bidder’s proposal if a Bidder fails to provide this information fully, accurately, and by the deadline set by CCOG in **RFP Section 1.3 – Anticipated Procurement Timetable**. Further, some of this information (as identified below) **must** be provided in order for CCOG to accept and consider a Bidder’s proposal. **Failure to provide such required information may result in a Bidder’s proposal being deemed nonresponsive to this RFP.**

**Instructions:** provide the following information about the Bidder. Bidders may a) complete this document in Microsoft Word by completing the form fields, print this attachment, and sign it in the designated signature areas, b) complete this document using the form fields, print to .pdf, and provide certified electronic signatures in the designated signature areas, or c) print this attachment, complete it, and sign it in the designated signature areas. It is mandatory that the information provided is certified with an original signature (in blue ink, please) or signed using a certified electronic signature by a person with sufficient authority and/or authorization to represent Bidder. Bidders are to provide the completed and signed information and certifications to CCOG as described in **RFP Section 4.2 – Format for Organization of the Proposal**.

***[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]***

**Bidders must provide all the information outlined below.**

<b>1. Equalis Group RFP Name:</b> RFP # COG-2124, HVAC & Facility Systems, Automation, Installation, Service and Related Products & Services in Ohio	
<b>2. Bidder Name:</b>  GARDINER <i>(legal name of the entity responding to RFP)</i>	<b>3. Bidder Federal Tax ID # or Social Security #:</b>  34-0901876
<b>4. Bidder Corporate Address:</b>  31200 Bainbridge Road Solon, OH 44139	<b>5. Bidder Remittance Address</b> <i>(or "same" if same as Item #5):</i>  PO Box 74805 Cleveland Ohio 44194-0888

<b>6. Print or type information about the Bidder representative/contact person <u>authorized to answer questions regarding the proposal submitted by your company:</u></b>	
<b>Bidder Representative:</b>	Dave Smith
<b>Representative's Title:</b>	Account Manager
<b>Address 1:</b>	31200 Bainbridge Road
<b>City, State Zip:</b>	Solon, OH 44139
<b>Phone #:</b>	(330) 603-9366
<b>Fax #:</b>	(440) 349-6980
<b>E-Mail Address:</b>	<a href="mailto:dsmith@whgardiner.com">dsmith@whgardiner.com</a>
<b>7. Print or type the name of the Bidder representative <u>authorized to address contractual issues, including the authority to execute a contract on behalf of Bidder, and to whom legal notices regarding contract termination or breach, should be sent</u> (if not the same individual as in #7, provide the following information on each such representative and specify their function):</b>	
<b>Bidder Representative:</b>	Todd Barnhart
<b>Representative's Title:</b>	Chief Executive Office & President
<b>Address 1:</b>	31200 Bainbridge Road
<b>City, State Zip:</b>	Solon, OH 44139
<b>Phone #:</b>	(440) 724-6182
<b>Fax #:</b>	(440) 349-6980
<b>E-Mail Address:</b>	<a href="mailto:tbarnhart@whgardiner.com">tbarnhart@whgardiner.com</a>
<b>8. Is this Bidder an Ohio certified Minority Business Enterprise ("MBE")? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/></b>	

If yes, attach a copy of current certification to your proposal as an appendix in the third section of your proposal.

**9. Mandatory Supplier Certifications:**

CCOG may not enter into contracts with any suppliers who have been found to be ineligible for state contracts under specific federal or Ohio statutes or regulations. Bidders responding to any CCOG RFP MUST certify that they are NOT ineligible by signing each of the four statements below. **Failure to provide proper affirming signature on any of these statements will result in a Bidder's proposal being deemed nonresponsive to this RFP.**

I, TODD BARNHART (insert signature of representative shown in Item #7 above), hereby certify and affirm that GARDINER (insert Bidder name as shown in Item #3 above), has not been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions by the United States Department of Labor, the United States Department of Health and Human Services, or any other federal department or agency as set forth in 29 CFR Part 98, or 45 CFR Part 76, or other applicable statutes.

**AND**

I, TODD BARNHART (insert signature of representative shown in Item #7 above), hereby certify and affirm that GARDINER (insert Bidder name as shown in Item #3 above), is in compliance with all federal, state, and local laws, rules, and regulations, including but not limited to the Occupational Safety and Health Act and the Ohio Bureau of Employment Services and the following:

- Not penalized or debarred from any public contracts or falsified certified payroll records or any other violation of the Fair Labor Standards Act in the last three (3) years;
- Not found to have violated any worker's compensation law within the last three (3) years;
- Not violated any employee discrimination law within the last three (3) years;
- Not have been found to have committed more than one (1) willful or repeated OSHA violation of a safety standard (as opposed to a record keeping or administrative standard) in the last three (3) years;
- Not have an Experience Modification Rating of greater than 1.5 (a penalty-rated employer) with respect to the Bureau of Workers' Compensation risk assessment rating; and
- Not have failed to file any required tax returns or failed to pay any required taxes to any governmental entity within the past three (3) years.

**AND**

I, TODD BARNHART (insert signature of representative shown in Item #7 above) hereby certify and affirm that GARDINER (insert Bidder name as shown in Item #3 above), is not on the list established by the Ohio Secretary of State, pursuant to ORC Section 121.23, which identifies persons and businesses with more than one unfair labor practice contempt of court finding against them.

**AND**

I, TODD BARNHART (insert signature of representative shown in Item #7 above) hereby certify and affirm that GARDINER (insert Bidder name as shown in Item #3, above), either is not subject to a finding for recovery under ORC Section 9.24, or has taken appropriate remedial steps required under that statute to resolve any findings for recovery, or otherwise qualifies under that section to enter into contracts with CCOG.

**10. Supplemental Bidder Contract and Equal Employment Opportunity Information:**

A. Provide data on Bidder employees both nationwide (inclusive of Ohio staff) and the number of Ohio employees:

	<u>Nationwide:</u>	<u>Ohio Offices:</u>
Total Number of Employees:	n/a	230
% of those who are Women:	n/a	19%
% of those who are Minorities:	n/a	5%

B. If you are selected as the Winning Supplier and this RFP involves the provision of services to Equalis Group Members, will you subcontract any part of the work?

- NO -or-
- YES, but for less than 50% of the work -or-
- YES, for 50% or more of the work

GARDINER's utilization of subcontractors will depend on each specific contract.

C. If any part of your proposal would be performed by any subcontractors, provide the following information on each subcontractor (additional pages may be added as needed):

GARDINER's utilization of subcontractors will depend on each specific contract and project specifications. Project location, scope and requirements will determine whether GARDINER subcontracts any part of the work, and if so what type of work and how much.

<b>Subcontractor Name:</b>	<u>Name</u>
<b>Street Address 1:</b>	<u>Street Address 1</u>
<b>Street Address 2:</b>	<u>Street Address 2</u>
<b>City, State Zip:</b>	<u>City, State Zip</u>
<b>Work to be Performed:</b>	Description of Work

11. Bidder has reviewed the Model Master Agreement attached to the RFP as **Attachment E**, and if awarded a contract,  Bidder will not (or)  Bidder will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by CCOG and Equalis Group, LLC. (All requested changes to Model Master Agreement contract language are subject to negotiation and CCOG and Equalis Group, LLC approval.)

12. Bidder has reviewed the Model Administration Agreement attached to the RFP as **Attachment E**, and if awarded a contract,  Bidder will not (or)  Bidder will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by Equalis Group, LLC. (All requested changes to Model Administration Agreement contract language are subject to negotiation and Equalis Group, LLC approval.)

13. I *Topo Bannister*, (insert *signature* of representative shown in Item #7 above) hereby affirm that this proposal accurately represents the capabilities and qualifications of GARDINER (insert Bidder name as shown in item #3, above), and I hereby affirm that the cost(s) proposed to CCOG for the performance of services and/or provision of goods covered in this proposal in response to this CCOG RFP is a firm fixed price structure as described in the Cost Proposal, inclusive of all incidental as well as primary costs. (Failure to provide the proper affirming signature on this item may result in the disqualification of your proposal.)

**14. Additional Documents:**

CCOG makes every attempt to meet the varying legal requirements of public agencies across the country. The documents included in this section are intended to give our contracts the broadest geographic reach by meeting the procurement requirements of other states outside of Ohio and when Federal funds are being used to purchase Products & Services.

**14.1. Lobbying Certification**

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than ten thousand dollars (\$10,000) and not more than one hundred thousand dollars (\$100,000) for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, on behalf of Bidder that:

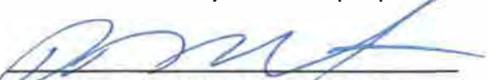
1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding one hundred thousand dollars (\$100,000) in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.

  
Signature of Bidder representative

**14.2. Boycott Certification**

Bidder must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with

a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.



Signature of Bidder representative

#### 14.3. Federal Funds Certification Form (EDGAR)

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All bidders submitting proposals must complete this Federal Funds Certification Form regarding bidder's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to Members for their use while considering their purchasing options when using federal grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

**For each of the items below, respondent should certify bidder's agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form.** If a respondent fails to complete any item in this form, CCOG will consider the respondent's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.

##### 14.3.1. Supplier Partner Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at one hundred fifty thousand dollars (\$150,000), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where Supplier Partners violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any contract award will be subject to Terms and Conditions of the Master Agreement, as well as any additional terms and conditions in any purchase order, participating agency ancillary contract, or Member construction contract agreed upon by Supplier Partner and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the CCOG Terms and Conditions.

The remedies under the contract are in addition to any other remedies that may be available under law or in equity. By submitting a proposal, you agree to these Supplier Partner violation and breach of contract terms.

Does Supplier Partner agree? HP

(Initials of Authorized Representative)

##### 14.3.2. Termination for Cause or Convenience

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of ten thousand dollars (\$10,000) resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a

purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. Participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Bidder will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does Supplier Partner agree? RTM  
(Initials of Authorized Representative)

#### 14.3.3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Supplier Partner agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Supplier Partner agrees that it shall comply with such provision.

Does Supplier Partner agree? RTM  
(Initials of Authorized Representative)

#### 14.3.4. Davis-Bacon Act

When required by Federal program legislation, Supplier Partner agrees that, for all participating agency prime construction contracts/purchases in excess of two thousand dollars (\$2,000), Supplier Partner shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Supplier Partner is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, Supplier Partner shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Supplier Partner agrees that, for any purchase to which this requirement applies, the award of the purchase to the Supplier Partner is conditioned upon Supplier Partner's acceptance of the wage determination.

Supplier Partner further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States". The Act provides that each Supplier Partner or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does Supplier Partner agree? \_\_\_\_\_  
(Initials of Authorized Representative)

**14.3.5. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency contracts or purchases in excess of one hundred thousand dollars (\$100,000) that involve the employment of mechanics or laborers, Supplier Partner agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Supplier Partner is required to compute the wages of every mechanic and laborer on the basis of a standard work week of forty (40) hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of forty (40) hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does Supplier Partner agree? ATB  
(Initials of Authorized Representative)

**14.3.6. Right to Inventions Made Under a Contract or Agreement**

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Supplier Partner agrees to comply with the above requirements when applicable.

Does Supplier Partner agree? ATB  
(Initials of Authorized Representative)

**14.3.7. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended – Contracts and subgrants of amounts in excess of one hundred fifty thousand dollars (\$150,000) must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Supplier Partner agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does Supplier Partner agree? ATB  
(Initials of Authorized Representative)

**14.3.8. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Supplier Partner certifies that Supplier Partner is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier Partner further agrees to immediately notify the Cooperative and all Members with pending purchases or seeking to purchase from Supplier Partner if Supplier Partner is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does Supplier Partner agree? RTD  
(Initials of Authorized Representative)

#### 14.3.9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 USC 1352) – Supplier Partners that apply or bid for an award exceeding one hundred thousand dollars (\$100,000) must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Supplier Partner agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does Supplier Partner agree? RTD  
(Initials of Authorized Representative)

#### 14.3.10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier Partner agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds ten thousand dollars (\$10,000) or the value of the quantity acquired during the preceding fiscal year exceeded ten thousand dollars (\$10,000); procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does Supplier Partner agree? RTD  
(Initials of Authorized Representative)

#### 14.3.11. Profit as a Separate Element of Price

For purchases using federal funds in excess of one hundred fifty thousand dollars (\$150,000), a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When

required by a participating agency, Supplier Partner agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier Partner agrees that the total price, including profit, charged by Supplier Partner to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Supplier Partner's Group Purchasing Agreement.

Does Supplier Partner agree? ATB  
(Initials of Authorized Representative)

**14.3.12. Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment**

Vendor agrees that recipients and subrecipients are prohibited from obligating or expending loan or grant funds to procure or obtain, extend or renew a contract to procure or obtain, or enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system from companies described in Public Law 115-232, section 889. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country are also prohibited.

Does Supplier Partner agree? ATB  
(Initials of Authorized Representative)

**14.3.13. General Compliance and Cooperation with Members**

In addition to the foregoing specific requirements, Supplier Partner agrees, in accepting any purchase order from a Member, it shall make a good faith effort to work with Members to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does Supplier Partner agree? ATB  
(Initials of Authorized Representative)

**14.3.14. Applicability to Subcontractors**

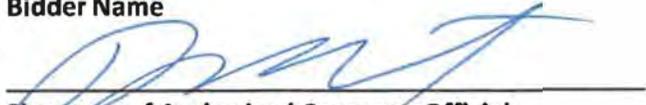
Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does Supplier Partner agree? RM  
(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

GARDINER

**Bidder Name**



**Signature of Authorized Company Official**

Todd Barnhart

**Printed Name**

Chief Executive Officer & President

**Title**

11/11/2021

**Date**



**Cost Summary:**

November 11, 2021

Category	Total Project (Pre-Discount)	Total Project Discount Percent	Total Project (Post-Discount)	Total Savings	Contract Compliant
<b>EQUIPMENT &amp; LABOR:</b>					
Covered Equipment	\$0.00	0.00%	\$0.00	\$0.00	Yes
Labor	\$0.00	0.00%	\$0.00	\$0.00	Yes
Open Market Materials	\$0.00		\$0.00		Yes
<b>WARRANTIES:</b>					
Equipment & Labor Warranties	\$0.00		\$0.00	\$0.00	Yes
<b>Total Project Costs</b>	<b>\$0.00</b>		<b>\$0.00</b>	<b>\$0.00</b>	

Covered Equipment	MSRP	Units	Total Project (Pre-Discount)	Discount Percent	Total Project (Post-Discount)	Contract Compliant
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.0	\$0.00	0.00%	\$0.00	Yes
<b>Total Covered Equipment Costs</b>			<b>\$0.00</b>		<b>\$0.00</b>	

Labor	Industry Labor Rate (\$/HR)	Hours	Total Project (Pre-Discount)	Discount Percent	Total Project (Post-Discount)
Electrician:	\$124.00	0.0	\$0.00	2.50%	\$0.00
Drywall Installer/Ceiling Installer:	\$94.80	0.0	\$0.00	2.50%	\$0.00
Delivery Personnel:	\$83.00	0.0	\$0.00	2.50%	\$0.00
HVAC Commercial A/C Technician:	\$135.00	0.0	\$0.00	2.50%	\$0.00
HVAC Building Automation Technician:	\$125.00	0.0	\$0.00	2.50%	\$0.00
Insulator:	\$114.65	0.0	\$0.00	2.50%	\$0.00
Ironworker:	\$111.92	0.0	\$0.00	2.50%	\$0.00
Painter:	\$106.15	0.0	\$0.00	2.50%	\$0.00
Pipefitter:	\$124.00	0.0	\$0.00	2.50%	\$0.00
Plumber:	\$119.26	0.0	\$0.00	2.50%	\$0.00
Project Manager:	\$135.00	0.0	\$0.00	2.50%	\$0.00
Project Administrator:	\$75.00	0.0	\$0.00	2.50%	\$0.00
Rofer:	\$105.00	0.0	\$0.00	2.50%	\$0.00
Sheet Metal:	\$121.15	0.0	\$0.00	2.50%	\$0.00
Equipment Rigging	\$111.92	0.0	\$0.00	2.50%	\$0.00
Engineering Design:	\$138.00	0.0	\$0.00	2.50%	\$0.00
Energy Engineer:	\$138.00	0.0	\$0.00	2.50%	\$0.00
Project Engineering:	\$120.00	0.0	\$0.00	2.50%	\$0.00
Test & Balance Technician:	\$133.00	0.0	\$0.00	2.50%	\$0.00
Water Treatment Technician:	\$100.00	0.0	\$0.00	2.50%	\$0.00
<b>Total Labor Costs</b>			<b>\$0.00</b>		<b>\$0.00</b>

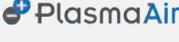
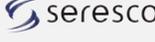
Open Market Materials	Total Material Cost	Markup	Total Material Cost (Post Markup)	Contract Compliant
	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.00%	\$0.00	Yes
	\$0.00	0.00%	\$0.00	Yes
<b>Total Open Market Material Costs</b>			<b>\$0.00</b>	

GETTING BUILDINGS RIGHT.

# HVAC SYSTEMS A COMPLETE PORTFOLIO

As Daikin's independent, locally managed factory authorized representative in Northern Ohio, we provide a full range of HVAC systems and solutions. We've built an extensive portfolio of products for virtually all building applications, including HVAC Systems, Controls and Integration Solutions and Boiler products.

## HVAC EQUIPMENT

<p>VARIABLE REFRIGERANT VOLUME &amp; LIGHT COMMERCIAL</p>  <p>APPLIED SYSTEMS</p>	 <p>HYDRONIC HEAT PUMP SYSTEMS</p>	 <p>PACKAGED PUMPING SYSTEMS</p>		
 <p>VERTICAL AIR HANDLING UNIT VENTILATORS</p>	 <p>ADVANCED ENERGY RECOVERY &amp; DEHUMIDIFICATION</p>	 <p>CUSTOM AIR HANDLER UNITS</p>	 <p>ENERGY RECOVERY AIR HANDLING UNITS</p>	 <p>HYDRONIC HEATING &amp; COOLING</p>
 <p>INDUSTRIAL AIR ROTATION &amp; MAKE-UP AIR SYSTEMS</p>	 <p>COMMERCIAL AIR CURTAINS</p>	 <p>AIR DISTRIBUTION &amp; AIR TERMINAL UNITS</p>	 <p>MODULAR CHILLED WATER SYSTEMS</p>	 <p>HUMIDIFIERS</p>
<p>OXYGEN 8</p> <p>LOW PROFILE DOAS SOLUTIONS</p>	 <p>BIPOLAR IONIZATION AIR PURIFICATION SYSTEMS</p>	 <p>CHILLED / HOT WATER / DX COILS</p>	 <p>ECM FAN ARRAYS RETROFIT SOLUTIONS</p>	 <p>HIGH-VOLUME LOW-SPEED FANS</p>
 <p>POOL DEHUMIDIFICATION</p>	 <p>ENERGY EFFICIENT TEMPERATURE &amp; HUMIDITY MANAGEMENT</p>	 <p>VERTICAL STACK FAN COILS</p>	 <p>CUSTOM COOLING &amp; HEAT RECOVERY</p>	 <p>ULTRAVIOLET AIRSTREAM DISINFECTION</p>
 <p>PACKAGED ROOFTOP / DOAS</p>	 <p>INDUSTRIAL MAKE-UP AIR HEATING EQUIPMENT</p>	 <p>FAN COILS &amp; AIR HANDLING UNITS</p>	 <p>VARIABLE FREQUENCY DRIVES</p>	

**CONTROLS & INTEGRATION**

 <p><b>KMC</b> CONTROLS</p> <p>BUILDING CONTROL SOLUTIONS</p>	 <p><b>DAIKIN</b></p> <p>INTELLIGENT SOLUTIONS</p>	 <p>niagara<sup>4</sup></p> <p>UNIVERSAL SOFTWARE INFRASTRUCTURE</p>	 <p><b>75F</b></p> <p>WIRELESS CONTROLS</p>	 <p><b>neptronic</b></p> <p>BACNET CONTROLLERS</p>
 <p>FACILITY <b>EXPLORER</b></p> <p>INTEGRATED IP CONTROLLER SOLUTION</p>	 <p><b>VERASYS</b></p> <p>BACNET BASED SCALABLE CONTROL CENTER</p>	 <p><b>Johnson Controls</b></p> <p>AUTHORIZED BUILDING CONTROLS SPECIALIST</p>	 <p><b>TRIATEK</b></p> <p>INNOVATIVE AIRFLOW SOLUTIONS</p>	 <p><b>EasyIO</b></p> <p>PROGRAMMABLE CONTROLS</p>

**BOILERS & BURNERS**

 <p><b>ALDRICH</b></p> <p>HORIZONTAL &amp; VERTICAL FIRETUBE WATER/STEAM BOILERS</p>	 <p><b>BRYAN BOILERS</b></p> <p>WATER TUBED FORCED BOILERS</p>	 <p><b>BURNHAM</b> Commercial Boilers</p> <p>HIGH QUALITY BOILERS &amp; CONTROL SYSTEMS</p>	 <p><b>CAMUS</b> Hyaronics Ltd</p> <p>CONDENSING &amp; NON CONDENSING COPPER FIN BOILERS</p>	 <p><b>HEAT-TIMER</b> CORPORATION</p> <p>ENERGY EFFICIENT LEAD LAG CONTROL SYSTEMS</p>
 <p><b>Lockwood Products, Inc.</b></p> <p>DEAERATION SYSTEMS, RETURN SYSTEMS &amp; PUMPS</p>	 <p><b>PF</b></p> <p>BOILER BURNERS &amp; COMBUSTION CONTROL SYSTEMS</p>	 <p><b>THERMAL</b> SOLUTIONS</p> <p>HIGH EFFICIENCY HOT WATER BOILERS</p>		

**GARDINER**

For more information on HVAC Systems, contact us at 440-248-3400 or visit [www.whgardiner.com](http://www.whgardiner.com)



BOILERS & ACCESSORIES



### CLEVELAND

31300 Bainbridge Road, Solon, OH 44139  
 P: Call or Text 440-394-4000  
 E: parts@whgardiner.com

### TOLEDO

4444 Keystone Drive, Suite H, Maumee, OH 43537  
 P: 419-794-3400 / F: 419-794-2444  
 E: parts@whgardiner.com

### AKRON-CANTON (Stocking Warehouse)

1530 Corporate Woods Pkwy, Suite 300, Uniontown, OH 44685  
 P: Call or Text 440-394-4000  
 E: parts@whgardiner.com

The background of the cover is a photograph of a classical building with large white columns and an American flag waving in front. The image is partially obscured by a dark grey overlay on the left side where the text is located.

EQUALIS MEMBER PROGRAM & DISCOUNT CATALOG

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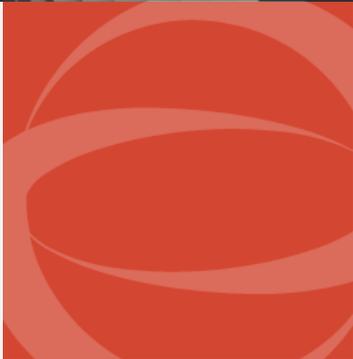
# Building Infrastructure Playbook

ARPA EDITION

**Stimulus Requires Speed to Market:** Our turnkey program will leverage your American Rescue Plan Act Funds to Upgrade Building Infrastructure with a streamlined procurement and contracting process.

6001 Cochran Road, Suite 333  
Solon, Ohio 44139  
[www.equalisgroup.org](http://www.equalisgroup.org)

P: (844) 289-6728

A red abstract graphic in the bottom right corner, consisting of several overlapping, semi-transparent circles of varying shades of red, creating a dynamic, circular pattern.

## ARPA Playbook: Funding Available to Upgrade & Improve Your Building's Infrastructure

Government facilities face the challenging balance of economic, environmental and social priorities. Aging infrastructures are often energy-inefficient which has been proven to impact the overall operating costs, reliability and comfort of a building.

To make facility improvements, we know it has to make financial sense. Many programs are available to help make access to capital and purchasing easier for local communities.

**The Equalis and Gardiner team have prepared this ARPA Building Infrastructure Playbook as a general resource with guidelines, allowable usage examples, best practices, and easy next steps to fund your facility improvements. This will fast-forward the approval process and get your stimulus plan in action.**

### WHY DID EQUALIS SELECT GARDINER?

There is a reason Equalis chose Gardiner as their ARPA Playbook partner. With nearly 60 years of industry experience and over 2,500 clients in Northern Ohio, Gardiner has an exceptional reputation built on effective problem solving, and more importantly, results. As an industry leader of energy, HVAC, clean water, and indoor air quality projects, Gardiner has the experience and expertise to tackle your energy efficiency challenges and create wide-ranging benefits, including potential cost savings that will help prioritize ARPA spending, and will pay for other facility improvements and capital expenses.

Gardiner's Government Solutions team will provide you with this customizable tool to help prioritize facility improvements tailored to your specific publicly owned buildings and infrastructure. This will equip government decision makers with the data they need to bring clarity to tax-payers and enable short-term and long-term capital investment decisions.

### Included with your custom ARPA Playbook:

- Assessment of your current facilities and infrastructure
- Potential facility improvements and energy conservation measures analysis
- Facility Efficiency Audit (FEA) conducted by Gardiner
- Energy Star benchmarking tools
- Clean Water and Air Initiative
- Funding allowable by ARPA
- Financing options with no upfront capital spending
- Grant /Rebate opportunities
- Latest in legislation guidelines for procurement and reporting requirements



**Contact Gardiner today for your ARPA Building Infrastructure Playbook at no cost or obligation**



## ARPA Stimulus Statement

### *Stimulus Requires Speed to Market: Leverage American Rescue Plan Act Funds Today to Upgrade Building Infrastructure*

On March 11, 2021, President Biden signed into law The **American Rescue Plan Act** of 2021 (**ARPA**), a \$1.9 trillion stimulus package to speed up recovery from the health and economic impacts caused by the COVID-19 Pandemic. This stimulus package allocates \$350 billion, through the Coronavirus State and Local Fiscal Recovery Funds (SLFRP) in much-needed relief for state, local, territorial, and tribal governments across the United States. Agencies receiving federal dollars through SLFRP/ARPA can allocate funds to meet any of the following COVID-related purposes:

- Supporting the public health response
- Address negative economic impacts caused by the public health emergency
- Replace lost public sector revenue
- Provide premium pay for essential workers
- Invest in water, sewer, and broadband infrastructure

**Cooperative purchasing, and why the Federal Government recommends sole sourcing:** These federal stimulus dollars are intended to be spent quickly and in full compliance with both state procurement statutes and federal requirements set forth in the Uniform Guidance at 2 CFR 200.317 through 2 CFR 200.327. Cooperative agreements provide a legal exemption to the typical procurement process, as the competitive bid requirements established by state-specific regulations and the Uniform Guidance have already been met.

**The Equalis Group** is your partner to foster greater economy and efficiency, and in accordance with efforts to promote cost-effective use of shared services across the Federal government. SLFRP recipients who leverage this cooperative agreement can begin utilizing critical building infrastructure projects today, without the need for a time-consuming RFP/Bid.

**Gardiner as your ARPA Infrastructure Partner:** Improvement of air quality is one of many authorized uses for SLFRP/ARPA funds. Gardiner, an industry leader in HVAC and building innovation, has identified several solutions that align with the objectives of the SLFRP/ARPA.

Gardiner solutions are immediately available to you through a competitively solicited and publicly procured contract vehicle awarded by Equalis Group, a public sector cooperative purchasing organization, and its Ohio-based lead agent, The Cooperative Council of Governments. Gardiner is leading Ohio with COVID-19 mitigation strategies and countering potential supply chain disruptions.

## ALLOWABLE USAGE TABLE

### ARPA Use Cases: Leverage Funds to Achieve Desired Outcomes

Our team has qualified allowable infrastructure improvements, and the list below suggests key areas that are typically found as needs within municipalities and will qualify for ARPA spend.

<p><b>Supporting the public health response</b></p>	<p><b>HVAC Upgrades:</b> Replace and upgrade building ventilation systems to decrease the likelihood of airborne virus spread including COVID strains.</p> <p><b>BAS Upgrades:</b> Monitor your air quality system to save you money, identify air quality needs and resolve issues before they happen.</p> <p><b>IAQ Strategies:</b> Implement research-based strategies in providing the safest possible environment for your citizens and visitors. Ventilate per ASHREA guidelines. UV Light HEPA Filters. Air Ionization.</p> <p><b>WELL Health Safety Seal:</b> Assess how well your facilities stack up to the WELL Health-Safety Rating, the world's leading authority on healthy building design and operation.</p>
<p><b>Address negative economic impacts</b></p>	<p><b>Local Labor:</b> Gardiner will utilize local contractor labor and suppliers to enhance local economic growth as a response to the pandemic. Reinvestment in your community will drive the Stimulus objective and keep taxpayers happy.</p> <p><b>Racial Equity Procurement:</b> Gardiner will solicit key partners on your project that are EDGE certified to drive the racial disparity goals of ARPA and bring forward meaningful impacts to your community.</p>
<p><b>Invest in water, sewer, &amp; broadband infrastructure</b></p>	<p><b>Broadband improvements:</b> Invest in new streetlighting as part of exterior broadband installations. Upgrade building network systems to support broadband improvements and BAS Upgrades.</p> <p><b>Clean Drinking Water:</b> If considering a Lead service line replacement, include advanced AMI solution. Provide Metering and monitoring of critical water and wastewater systems and infrastructure, i.e. Lead detection, water meter replacements in order to provide additional revenue streams to the community/city/county that is vital to the economic development picture of a thriving community. Include diagnosis of community's water resiliency "report card" including water infrastructure, storm water management, water toxicity &amp; other climate change related technologies and offerings.</p> <p><b>Wastewater Infrastructure:</b> Plant Energy improvements, pump replacements, biodigester upgrade/replacements, Industrial control upgrades, HVAC equipment replacements.</p> <p><b>Cybersecurity:</b> Upgrade current building automation system to futureproof your facility from potential cybersecurity attacks related to outdated software/hardware.</p> <p><b>Climate Change Resilience:</b> Solar, Microgrid, Biodigester.</p>

**Contact Gardiner to request a customized infrastructure scope and budget.**

# Turning Building Intelligence into *Building Results*



**GARDINER**

**equalis**  
GROUP

## Gardiner & Equalis Group

*Publicly Procured Contract Vehicle*

### Gardiner Contract Highlights

- A full line of HVAC equipment and supplies, professional services, and a host of building solutions.
- Aggressive discounting structure exclusively for Equalis Group members on Gardiner's full line of products and services.
- Intensive discovery process to develop custom-designed building solutions for each Equalis Group member.
- A proven process for reducing downtime due to mechanical error.
- Access to a variety of financing tools, including government procurement options and shared savings programs.
- Local footprint throughout Ohio with over 200 associates readily available via phone, email, or in person.

### Who is Gardiner?

Gardiner is a full-service HVAC, energy solutions, and professional services company focused exclusively on Building Intelligence. Since 1962, Gardiner has proudly served Ohio's largest commercial, industrial, and institutional facilities. Gardiner is the exclusive Daikin factory Systems, Parts, Services, and Solutions Representative in Northern Ohio.

Leveraging its decades of industry experience, Gardiner currently manages over 3,000,000 square feet of building space for over 2,500 clients. The company has developed an exceptional reputation built on effective problem solving and, more importantly, results.

*Save Time...* we've done the procurement work so you don't have to.

*Save Money...* your dollar goes further with the collective buying power of Equalis Group.

*Stay Legal...* our competitive procurement process delivers statutory compliance in every state.

**Contract #:** BS-1010

**Lead Agency:** CCOG

**Contract Term:** 10.01.2018 – 09.30.2022

**Renewable Through:** 09.30.2027

## Get Started



*Learn more about how we can help you achieve your procurement goals while Saving Time, Saving Money & Staying Legal. Email [Engage@EqualisGroup.org](mailto:Engage@EqualisGroup.org) or visit [EqualisGroup.org/Map](http://EqualisGroup.org/Map) to connect with your dedicated Member Engagement Resource today.*

# Created by Public Sector Organizations for Public Sector Organizations



## Who is Equalis Group?

Equalis Group is a Member-Driven, Supplier-Centric organization that embodies the power of partnership. Equalis Group operates with the guiding principle that when the objectives of buyers and sellers are aligned, sustainable value is created, transcending that of the typical short-term transactional relationship. With this differentiated approach, Equalis Group is not just a cooperative purchasing organization; we are a family.

We leverage Equalis Group members' combined buying power to command better pricing and favorable contract

terms from suppliers. We develop and administer a diverse portfolio of cooperative purchasing programs that cover a wide range of products and services and provide our members with a legal and compliant exemption to the bid/request for proposals (RFP) process.

Each program in our rapidly growing portfolio provides our members with contracting compliance and the ability to configure the solution that best meets their individual needs while achieving the lowest Total Cost of Ownership.

## Time Saved through Equalis Group = More Resources for You to Invest

How many hours and over how many weeks or months does your team invest in a typical solicitation process? How many solicitations does your organization publish each year? How much time and effort can your organization save by leveraging Equalis Group's already-procured portfolio of programs? In what ways can you re-invest that saved time and energy to fulfill your organization's purpose?

### Your Solicitation Process Today



### Your Implementation Process with Equalis Group



## *Become a Member of Equalis Group*

If you are not already a member, you can join Equalis Group in just minutes and immediately access our portfolio of cooperative purchasing programs. Simply visit [www.equalisgroup.org/member-registration](http://www.equalisgroup.org/member-registration) to get started. There are no dues, fees, or obligations.

# HVAC Discount Overview



DISTRIBUTION

## HVAC Systems

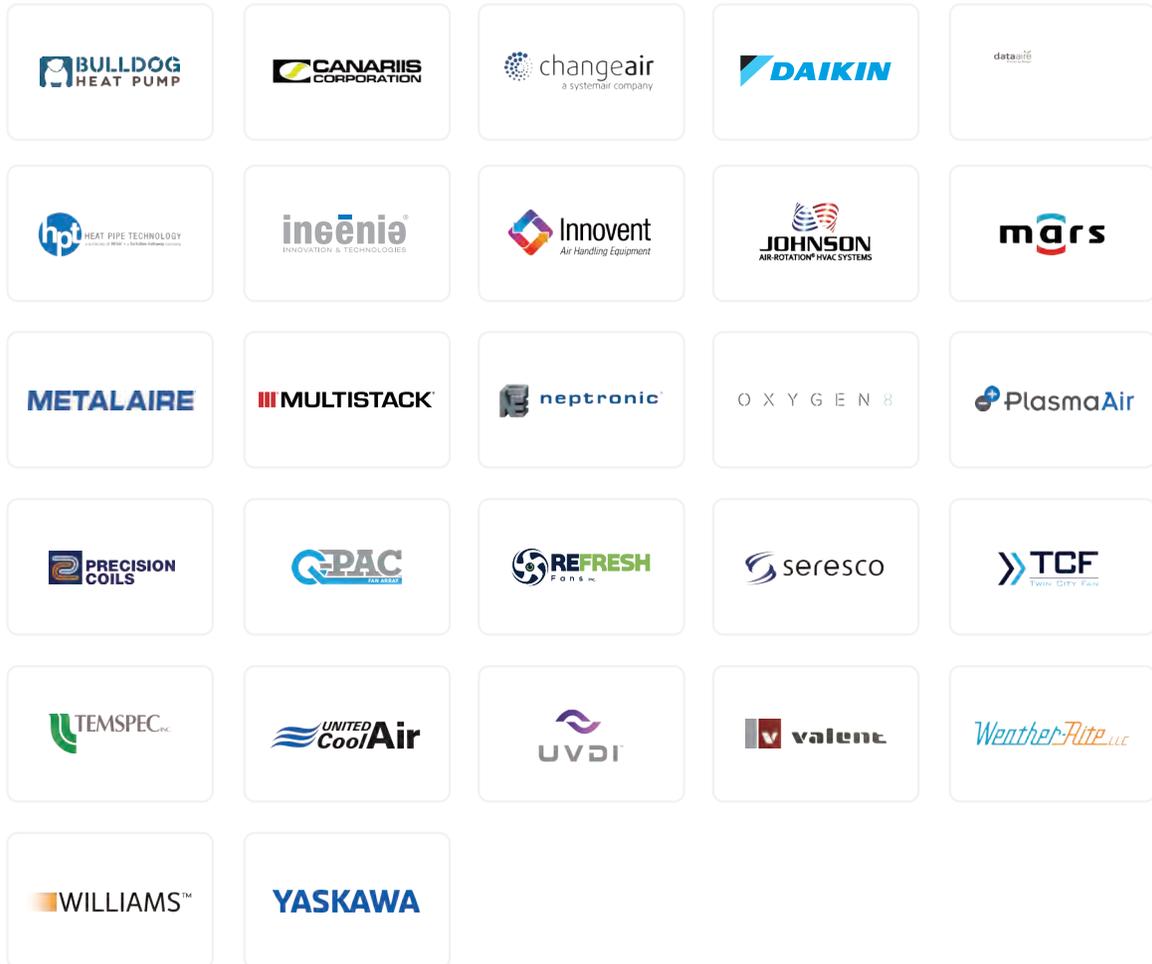
Gardiner offers a total systems approach to building comfort utilizing Daikin Applied commercial, light commercial and industrial products. They've built an extensive portfolio of products for virtually all building applications in Northern Ohio.

See table below for a various range of discount examples for HVAC Systems:

HVAC EQUIPMENT PRICING SCHEDULE							
DISCOUNTS FROM MANUFACTURER LIST PRICE							
Specification Section	Description	Total Project Dollar Value					
		\$0 to \$4,999	\$5,000 to \$14,999	\$15,000 to \$29,999	\$30,000 to \$49,999	\$50,000 to \$99,999	\$100,000 or More
23 21 23	Hydronic Pumps	47.5%	47.5%	47.5%	55.0%	55.0%	60.0%
23 22 23	Steam Condensate Pumps	15.0%	15.0%	15.0%	15.0%	15.0%	17.5%
23 34 23	HVAC Power Ventilators	30.0%	30.0%	30.0%	35.0%	35.0%	35.0%
23 36 00	Air Terminal Units	15.0%	15.0%	15.0%	20.0%	25.0%	30.0%
23 36 01	Fan Coil Units	35.0%	35.0%	35.0%	40.0%	40.0%	45.0%
23 52 16	Camus Condensing Boilers	7.5%	7.5%	7.5%	10.0%	10.0%	10.0%
23 52 33	Camus Water-Tube Boilers	7.5%	7.5%	7.5%	10.0%	10.0%	10.0%
23 52 39	Camus Fire-Tube Boilers	7.5%	7.5%	7.5%	10.0%	10.0%	10.0%
23 54 16	Fuel Fired Furnances	2.5%	2.5%	2.5%	5.0%	5.0%	5.0%
23 52 16	Condensing Boilers	15.0%	15.0%	15.0%	15.0%	15.0%	17.5%
23 52 33	Water-Tube Boilers	15.0%	15.0%	15.0%	15.0%	15.0%	17.5%
23 52 39	Fire-Tube Boilers	15.0%	15.0%	15.0%	15.0%	15.0%	17.5%
23 09 01	Bi-Polar Ionization	15.0%	15.0%	15.0%	20.0%	20.0%	20.0%
23 64 23.13	Air-Cooled, Scroll Water Chillers	40.0%	40.0%	40.0%	45.0%	45.0%	50.0%
23 64 23.16	Water-Cooled, Scrolls Water Chillers	40.0%	40.0%	40.0%	45.0%	45.0%	50.0%
23 64 26	Air-Cooled, Rotary-Screw Water Chillers	40.0%	40.0%	40.0%	45.0%	45.0%	50.0%
23 65 13.13	Open-Circuit, Forced-Draft Cooling Towers	25.0%	25.0%	30.0%	30.0%	35.0%	35.0%
23 73 13	Modular Indoor Central-Station Air-Handling Units	45.0%	45.0%	45.0%	45.0%	47.5%	50.0%
23 74 16.13	Packaged Rooftop Air-Conditioning Units	35.0%	35.0%	35.0%	40.0%	40.0%	42.5%
23 81 26	Split-System Air-Conditioners	30.0%	30.0%	30.0%	30.0%	35.0%	35.0%
23 81 46.13	Water-To-Air Heat Pumps	40.0%	40.0%	40.0%	40.0%	42.5%	42.5%
23 82 23	Unit Ventilators	40.0%	40.0%	40.0%	40.0%	42.5%	42.5%
23 82 39.13	Cabinet Unit Heaters	40.0%	40.0%	40.0%	40.0%	42.5%	42.5%

\*\*Total Discount From Manufacturer List Price

In addition, Gardiner presents a variety of complementary product lines (see below) to provide a complete HVAC equipment package for clients.



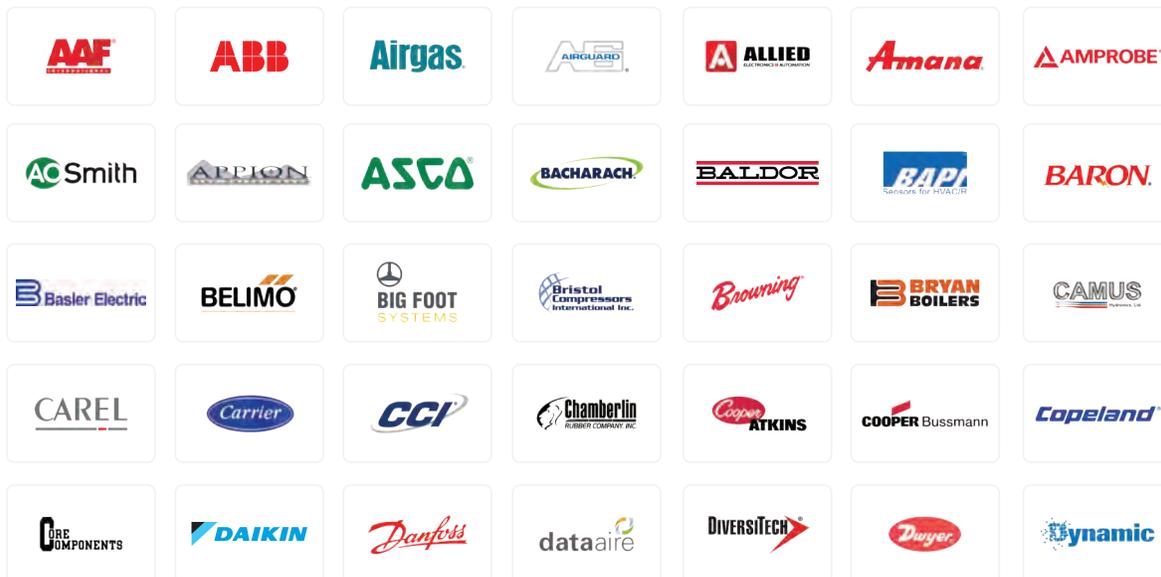
**HVAC Parts & Supplies**

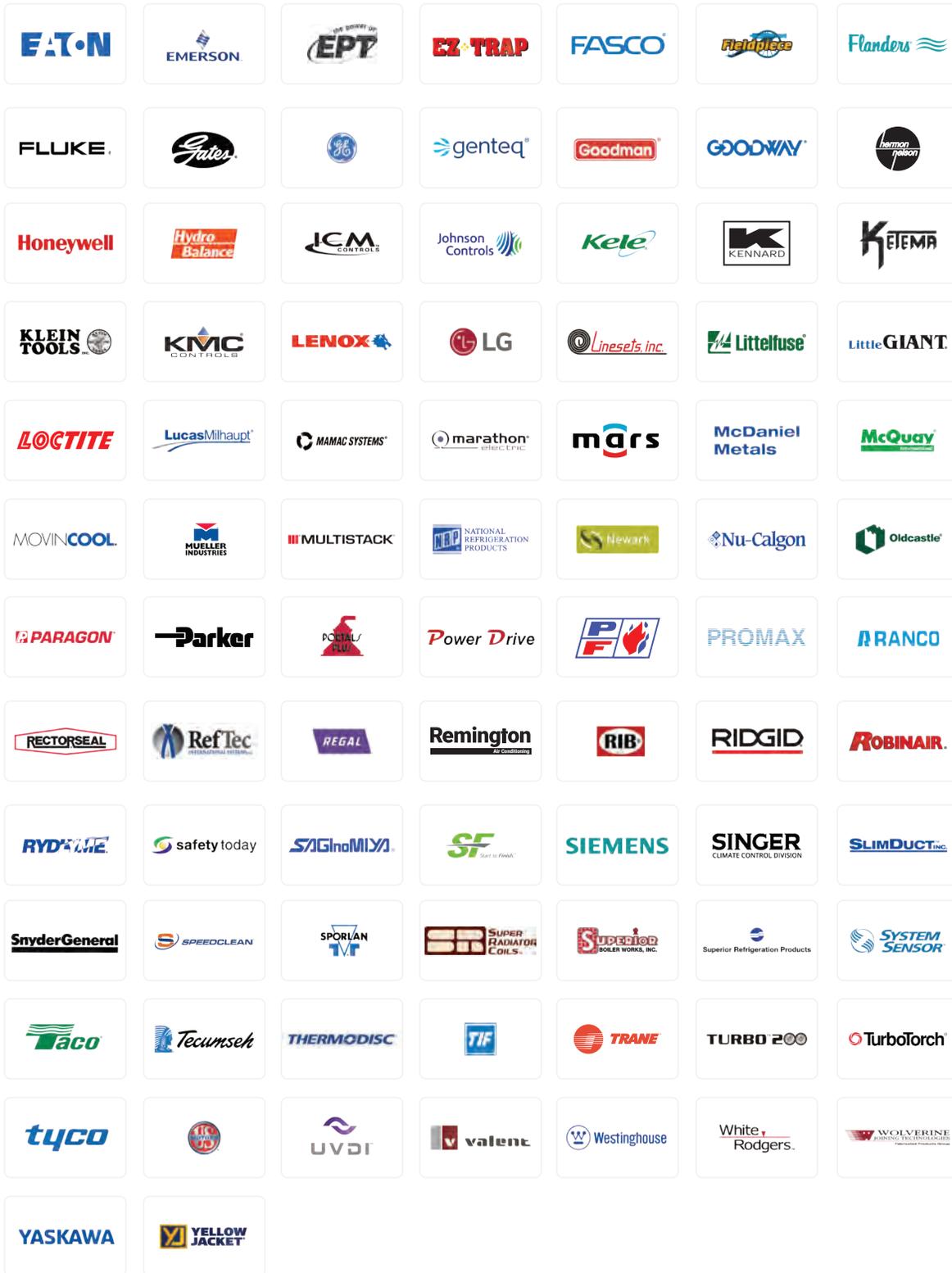
Gardiner has two HVAC Parts & Supplies warehouses and showrooms to provide clients with the availability and convenience they require for their HVAC parts, tools and supply purchases. They not only provide Daikin OEM parts, but also a full line of non-Daikin parts, specialty tools and supplies.

*See table on the following page for a various range of discount examples for HVAC Parts & Supplies:*

HVAC PARTS & SUPPLIES							
DISCOUNTS FROM MANUFACTURER LIST PRICE							
Specification Section	Description	Total Order Size Amount for Discount (Combined)					
		\$1 to \$500	\$501 to \$1,000	\$1,001 to \$5,000	\$5,001 to \$10,000	\$10,001 to \$25,000	\$25,001+
BLT	Belts	11%	15%	17%	20%	22%	25%
CHEM	Chemicals	11%	15%	17%	20%	22%	25%
COMPP	Compressor Component	11%	15%	17%	20%	22%	25%
COMP	Compressors	11%	15%	17%	20%	22%	25%
CONPU	Condensate Pump	11%	15%	17%	20%	22%	25%
COBO	Control Boards	11%	15%	17%	20%	22%	25%
WSHP	Water Source Heat Pumps	11%	15%	17%	20%	22%	25%
BPRT	Boiler Parts	11%	14%	15%	17%	18%	18%
PTAC	PTAC's and PTAP's	8%	10%	11%	12%	12%	12%
IWAC	In Wall AC Unit	11%	15%	17%	20%	22%	25%
FIL	Filters	11%	15%	17%	20%	22%	25%
HKT	Hose Kits	11%	15%	17%	20%	22%	25%
MTR	Motors	11%	15%	17%	20%	22%	25%
REF	Refrigerant	11%	15%	17%	20%	22%	25%
ELTLS	Electrical Tools	11%	15%	17%	20%	22%	25%
HVTLs	HVAC Tools	11%	15%	17%	20%	22%	25%
TLS	Misc Tools	11%	15%	17%	20%	22%	25%
VLV	Valves	11%	15%	17%	20%	22%	25%
YUSD	Drives	9%	11%	12%	15%	16%	17%
GAG	Gauges	11%	15%	17%	20%	22%	25%
RCHIL	Daikin Rental Chillers	Discount Priced Per Application					
PORT-R	Portable HVAC Equipment Rentals	11%	14%	15%	15%	17%	17%
PORT-P	Portable HVAC Equipment Purchase	10%	10%	10%	15%	15%	15%
BPIR	Portable BiPolar Innization Rentals	11%	14%	15%	15%	17%	17%

In addition, Gardiner provides clients to access of over 100 manufacturer's universal parts, tools, and maintenance supplies (see list below).





# HVAC Discount Overview



## SERVICES

### Maintenance & Repair

Gardiner has assembled a team that includes over 80 local factory authorized service technicians trained to perform services for grade schools, universities, government facilities, hospitals and companies in both the commercial and industrial markets. Gardiner services all manufacturer's equipment and have the area's most extensive service base of large Daikin, McQuay, Trane, Carrier and York equipment.



### Building AI (Applied Intelligence)

Gardiner's Building AI team specializes in assisting clients with transforming building data into information, knowledge and actions that can increase energy efficiency, operating income and sustainability. They help clients understand what's happening in their building and more importantly, what to do about it. Whether a building requires minimum or maximum IS support, we can provide a cost-effective solution that's best suited for their facility manage the supply side as well, ensuring clients are getting the best rate, regardless to the size of the facility.



# HVAC Discount Overview



**SOLUTIONS**

## Automation & Controls

Gardiner provides a full portfolio of professional building management and mechanical systems services delivered by the largest and most experienced HVAC service group in Ohio. Their local team represents the most innovative systems on the market and has an extensive understanding of building automation and cloud technology. In addition, Gardiner helps clients consolidate building management into a single platform that’s open, scalable, secure and easy to use.

See table below for a various range of discount examples for Automation & Controls:

HVAC EQUIPMENT PRICING SCHEDULE							
DISCOUNTS FROM MANUFACTURER LIST PRICE							
Specification Section	Description	Total Project Dollar Value					
		\$0 to \$4,999	\$5,000 to \$14,999	\$15,000 to \$29,999	\$30,000 to \$49,999	\$50,000 to \$99,999	\$100,000 or More
23 29 00	KMC Instrumentation & Control Components	30.0%	30.0%	30.0%	35.0%	35.0%	35.0%
23 29 00	Niagara Instrumentation & Control Components	35.0%	35.0%	35.0%	40.0%	40.0%	40.0%
23 29 00	ACI Instrumentation & Control Components	35.0%	35.0%	35.0%	40.0%	40.0%	40.0%
23 29 00	Belimo Instrumentation & Control Components	35.0%	35.0%	35.0%	40.0%	40.0%	40.0%

Additionally, Gardiner provides a variety of complementary product lines (see below).





### **Building Analytics**

Gardiner has a team of energy engineers that work with facilities all over Ohio to leverage their building data and map out strategies to save real money and deliver real results. Their team helps clients see performance in simple metrics by benchmarking the building against itself, its peers and the entire Energy Star Portfolio.

### **Energy & Lighting Performance Contracting**

Gardiner customizes their approach based on clients' needs, doing everything from a simple equipment replacement to complete construction management. Their team collaborates with clients to determine what methods and materials will maximize project value and solve their problems. Together, they develop and implement a solution that accomplishes their business objectives, including identifying ways to help them save on energy and utilities, while reducing their expenditures and carbon footprint.

**GARDINER**

 **equalis**  
GROUP

  
**Bricker & Eckler**  
ATTORNEYS AT LAW

CONSIDERATIONS FOR LOCAL GOVERNMENTS IN OHIO

# LEVERAGING ARPA FUNDS

# TODAY'S PRESENTERS



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CONSIDERATIONS FOR LOCAL GOVERNMENTS IN OHIO

# ARPA UPDATE & OVERVIEW

*Jeff Harris – Bricker & Eckler*





# American Rescue Plan Act

## Local Fiscal Recovery Fund – Allocations to Ohio’s local governments

### ARPA, Title IX, Subtitle M, Sec. 9901 (add-on to CARES Act’s Sec. 601)

- Sec. 603: Appropriates through Dec. 31, 2024 to:
  - **Metropolitan cities (38): \$2.175B**
  - **Non-entitlement units of local government (NEUs): \$843.73MM**
    - Via two tranches
    - Ohio received \$421.86MM (1<sup>st</sup> tranche) in late May
    - Based on population & capped at 75% most recent budget as of 01.27.2020
  - **Counties (88): \$2.27B**



# American Rescue Plan Act

## State & Local Fiscal Recovery Fund - Allowable Uses

### Sec. 602(c)(1) and Sec. 603(c)(1)

- A. Respond to the COVID-19 public health emergency or its negative economic impacts
- B. Respond to workers performing essential work
- C. To provide government services to extent of reduction in revenue
- D. To make necessary investments in water, sewer, or broadband infrastructure

# American Rescue Plan Act – 1<sup>st</sup> bucket



U.S. Treasury Guidance – Interim Final Rule (31 CFR 35.6(b)(1)(xvi))

“[A] recipient may use funds for...

(b) **Responding to the public health emergency or its negative economic impacts...** including for one or more of the following purposes:

(xvi) Expenses for the **improvement of ventilation systems** in congregate settings, public health facilities, or **other public facilities**”  
[emphasis mine]

# American Rescue Plan Act – 1<sup>st</sup> bucket



U.S. Treasury Guidance – Interim Final Rule (p. 18)

- **Non-exclusive list of uses** that address the effects of the COVID-19 public health emergency
  - **Ventilation improvements** in congregate settings, health care settings, or other key locations
  - **Capital investments in public facilities** to meet pandemic operational needs
    - **Physical plant improvements** to public hospitals and health clinics
    - **Adaptations to public buildings**
- These were eligible under CARES Act (2020) and are eligible uses under ARPA, too

# American Rescue Plan Act – 3<sup>rd</sup> bucket



U.S. Treasury Guidance – Interim Final Rule (31 CFR 35.6(d))

“For the provision of government services **to the extent of a reduction in the recipient’s general revenue**” [emphasis mine]

# American Rescue Plan Act – 3<sup>rd</sup> bucket



U.S. Treasury Guidance – Interim Final Rule (p. 60)

- **Algebraic formula for determining a reduction in revenue:**
  - From FY 2019 to FY 2020, FY 2021, FY 2022 & FY 2023
- If subdivision measures sufficient drop in its revenue from FY 2019
  - May offset land bank projects with some / all calculated revenue losses
- **“Broad latitude”** for using funds for government services
  - Restrictions are few:
    - Can't deposit ARPA into pension funds
    - Can't offset a reduction in net tax revenue

# American Rescue Plan Act – 4<sup>th</sup> bucket

U.S. Treasury Guidance – Interim Final Rule (31 CFR 35.6(e))

“A recipient may use funds to make investments in:

- (1) Clean Water State Revolving Fund and Drinking Water State Revolving Fund investments...; or,
- (2) Broadband.”

# American Rescue Plan Act – 4<sup>th</sup> bucket



U.S. Treasury Guidance – Interim Final Rule (p. 62)

- Allows for **necessary investments** in projects that improve access to:
  - Clean drinking water;
  - Improve wastewater systems;
  - Improve storm water systems; and
  - High-quality broadband (100Mbps download / 20-100Mbps upload)
- **Wide latitude** to governments to identify high priority investments

# American Rescue Plan Act

## Ohio General Assembly Appropriations - NEUs

### Ohio House Bill 168, as of June 28

- House concurrence vote, approved Senate's amendments
  - Direct approximately \$1.5B of the State's Fiscal Recovery Fund to pay back the debt owed to the federal government for unemployment compensation;
  - Appropriate \$422MM in Local Fiscal Recovery Funds to NEUs, including **townships** and municipalities with populations under 50,000; and
  - Appropriate \$250MM from the ARPA – State Fiscal Recovery Fund to ODOD for a new water and sewer grant program

Bill delivered to Governor DeWine for his signature

# American Rescue Plan Act

## Critical Capital Projects Fund

### ARPA, Title IX, Subtitle M, Sec. 9901 (add-on to CARES Act's Sec. 601)

- Sec. 604: Appropriates **\$10B** to States & D.C., territories & Tribal governments to carry out critical capital projects
  - \$100MM to each state (minimum)
    - **\$274MM to Ohio**
    - Available until expended
  - *“To carry out critical capital projects directly enabling work, education, and health monitoring, including remote options, in response to” the COVID-19 public health emergency*

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***GARDINER***

CONSIDERATIONS FOR LOCAL GOVERNMENTS IN OHIO

# ARPA UPDATE & OVERVIEW

*Mark Havens – GARDINER*

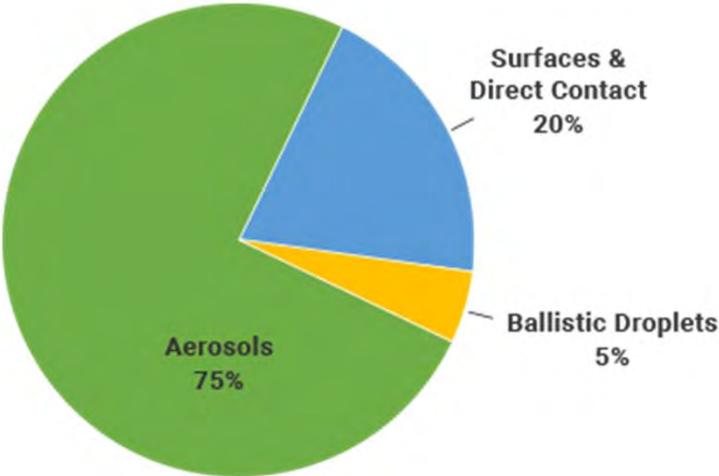


**WHAT SCIENCE TOLD US...**

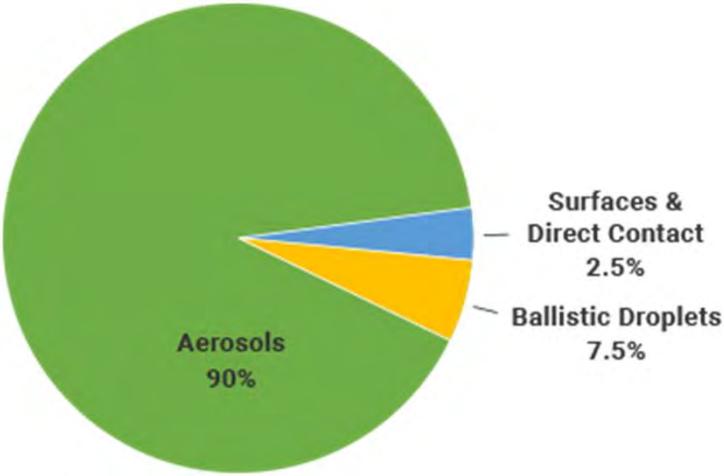
**At the start of the pandemic**

*“The virus isn’t airborne”*

**A few months later**



**What it’s telling us now**



## Science Around Airborne Transmission and Infection Risks

### Operational Strategy for Local Governments through Phased Prevention



#### Summary of Recent Changes

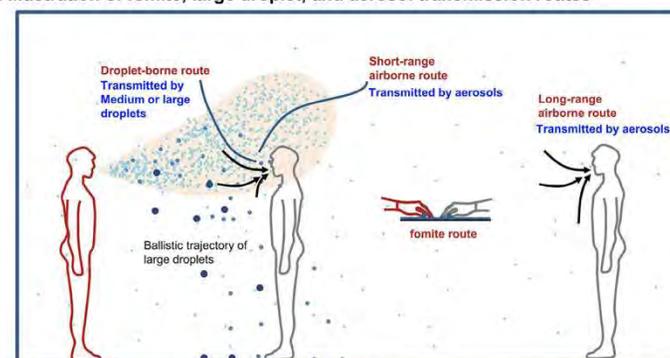
Updates as of March 19, 2021

- Clarified that ventilation is a component of strategies to clean and maintain healthy facilities.
- Removed recommendation for physical barriers.
- Clarified the role of community transmission levels in decision-making.
- Added guidance on interventions when clusters occur.

#### COVID-19 spreads less commonly through contact with contaminated surfaces

- Respiratory droplets can also land on surfaces and objects. It is possible that a person could get COVID-19 by touching a surface or object that has the virus on it and then touching their own mouth, nose, or eyes.
- Spread from touching surfaces is not thought to be a common way that COVID-19 spreads

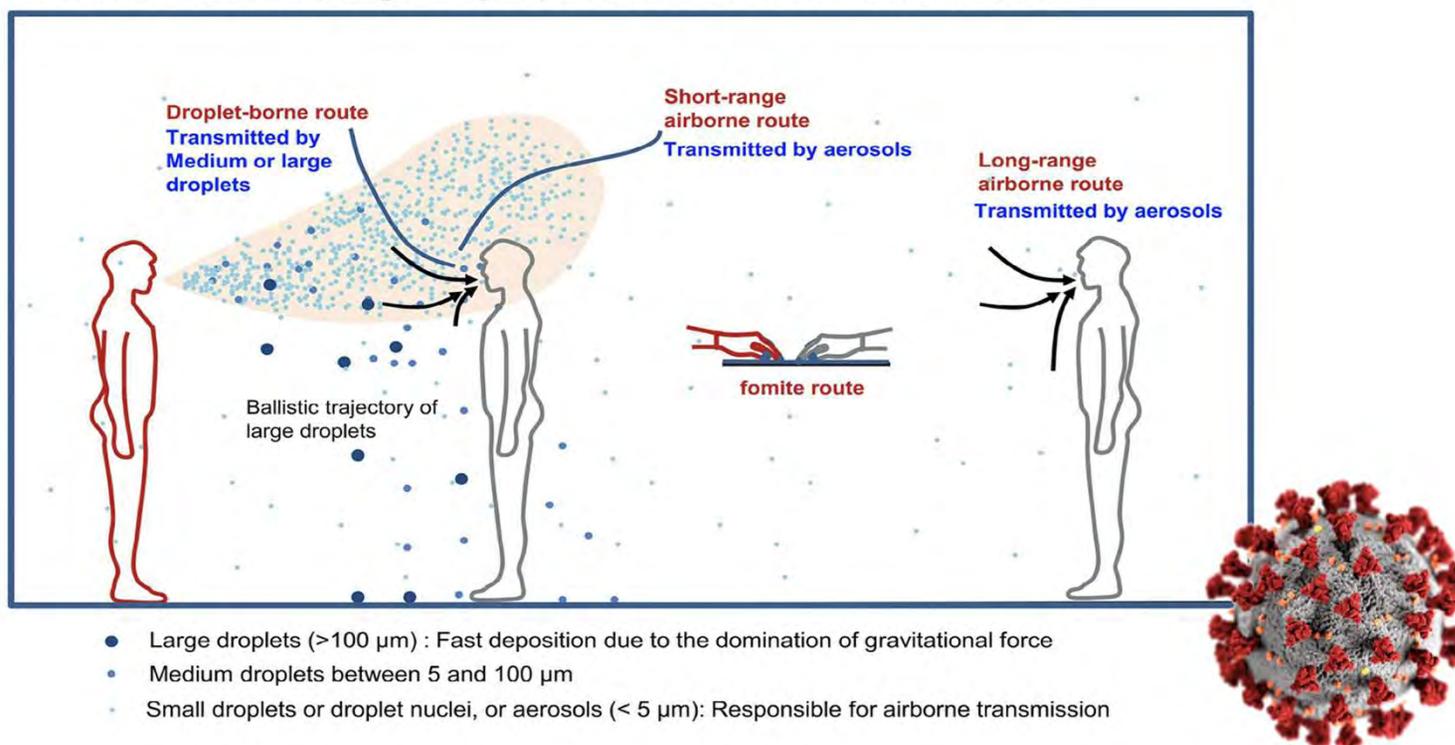
Figure 1. Illustration of fomite, large droplet, and aerosol transmission routes



- Large droplets (>100 μm) : Fast deposition due to the domination of gravitational force
- Medium droplets between 5 and 100 μm
- Small droplets or droplet nuclei, or aerosols (< 5 μm): Responsible for airborne transmission

## Science Around Airborne Transmission and Infection Risks

Figure 1. Illustration of fomite, large droplet, and aerosol transmission routes



## UVGI LIGHT

### Strategy:

- Kill virus

### Advantages:

- Comprehensive system
- Visible

### Disadvantages:

- Up-front cost
- Operational cost
- Electrical draw
- Virus must pass through to kill it.

### Considerations:

- Stand-alone & mechanical
- Operational cost
- Airstream kill vs. “coil cleaning” surface disinfection

### Most likely application:

Buildings where outside air requirements are hampered by HVAC capability

High infection risk applications (healthcare, etc...)

Limited in-room application for high-density common spaces as an additional precaution



### **V-Max**

Specific number of UV-C lights & rows installed within the supply ductwork.



### **V-Max Grid**

Specific number of UV-C lights & rows mounted on metal struts. Applicable for internal installation within air handlers & rooftop units.



## VENTILATION, EXHAUST & FILTRATION

### Strategy:

- Exhaust virus

### Advantages:

- Lowest possible up-front cost
- Adaptable to health & safety standards

### Disadvantages:

- Equipment run times
  - ASHRAE 62.1
  - Utility cost
  - Mechanical stress
- Filtration Merv. 8 > Merv.13
  - Every 3 months
  - Cost/supply chain

### Considerations:

- Controls -mechanical only
- Filtration – stand- alone and mechanical

### Most likely application :

Operational capability



## NEEDLE POINT BI-POLAR IONIZATION

### Strategy:

- Kill virus

### Advantages:

- Comprehensive system
- Little to no maintenance
- Energy consumption

### Disadvantages:

- Up-front cost
- You can monitor but not see

### Considerations:

- Stand-alone and mechanical
- UL 2998
- Ionization production

### Most practical:

Buildings where outside air requirements are hampered by HVAC capability

Additional strategy to supplement ventilation for additional protection



WHO WE ARE



WHAT WE DO



WHY WE DO IT

OUR MISSION: To build long term mutually beneficial relationships with our clients & associates.



HOW WE DO IT



[APPLIED INTELLIGENCE]

*People using systems knowledge & building data to deliver specific outcomes & measurable results.*

# ARPA USE CASES: LEVERAGE FUNDS TO ACHIEVE DESIRED OUTCOMES



Capital Planning



Facility Benchmarking



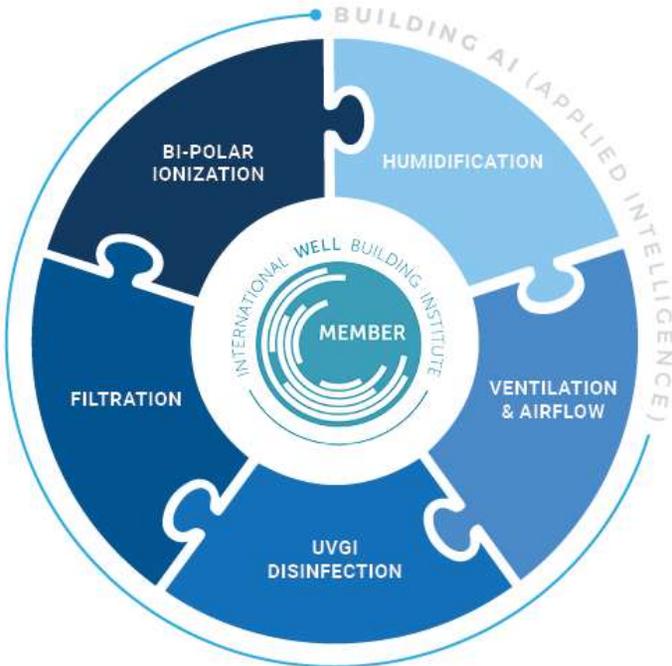
Deferred Maintenance



Building Automation



Air Purification Measures



# CAPITAL PLANNING



**ARPA Use Case Example:**

*Replacing aging air handling equipment can improve ventilation & safety, while also avoiding inevitable replacement in the near future.*

**Action to Consider:**

*Evaluate HVAC equipment assets for lifecycle and potential ARPA opportunity.*

Asset Inventory						
Equipment	Equipment Type	Service	Age	Rated Life	% of Expected Life	Notes
Chiller 1	Air Cooled Chiller	✓	10	20	<div style="width: 50%;"></div>	
Chiller 2	Air Cooled Chiller	✓	10	20	<div style="width: 50%;"></div>	
Boiler 1	Condensing Boiler	✓	10	25	<div style="width: 40%;"></div>	
Boiler 2	Condensing Boiler	✓	10	25	<div style="width: 40%;"></div>	
AHU-1	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-2	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-3	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-4	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-5	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-6	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-7	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-8	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-9	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-10	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-11	AHU	✓	10	15	<div style="width: 66%;"></div>	
AHU-12	AHU	✓	10	15	<div style="width: 66%;"></div>	
VAV1-02_SmallGroupConf.Rm_321_Add-12	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-03_ClassRm_307_Add-21	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-04_ClassRm_317_Add-15	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-06_Chemistry_312_Add-09	VAV	⚠	10	20	<div style="width: 45%;"></div>	
VAV1-07_BiologyRm_315_Add-16	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-08_BiologyRm_313_Add-18	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-10_ScienceRm_308_Add-07	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-11_ClassRm_311_Add-19	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-12_Teacherprep_309_Add-20	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-13_ClassRm_319_Add-14	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-14_SpecialEd_306_Add-05	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-15_SpecialEd_304_Add-04	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-16_ClassRm_305_Add-22	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-17_ComputerLab_302_Add-03	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-18_Corridor_300_Add-23	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-1_ClassRm_316_Add-11	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-20_MOD_Tech_300_Add-02	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-21_H_S_M_S_ClassRm_104_Add-24	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-22_ELACorridor300_Add-17	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-5_ClassRm_314_Add-10	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV1-9_PhysicsRm_310_Add-08	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV2-01_SpecialEd_122_Add-33	VAV	⚠	10	20	<div style="width: 50%;"></div>	
VAV2-02_ScienceRm_120_Add-30	VAV	⚠	10	20	<div style="width: 50%;"></div>	

# FACILITY BENCHMARKING

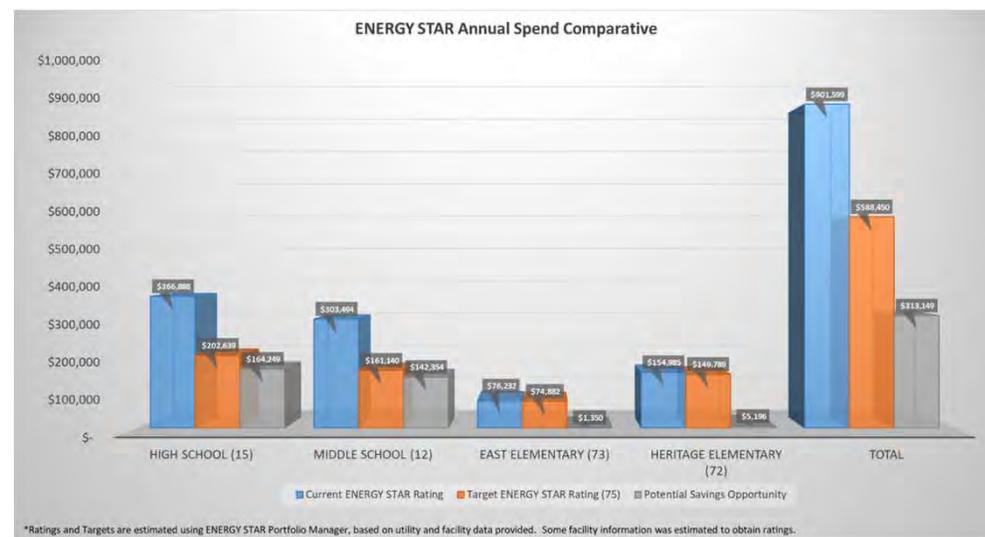


## ARPA Use Case Example:

*Conducting a facility benchmarking study to investigate IAQ, operational commissioning and improvement opportunity.*

## Action to Consider:

*Consider working with a trusted advisor to conduct a benchmarking &/or re-commissioning study.*



## CATCH UP ON DEFERRED MAINTENANCE

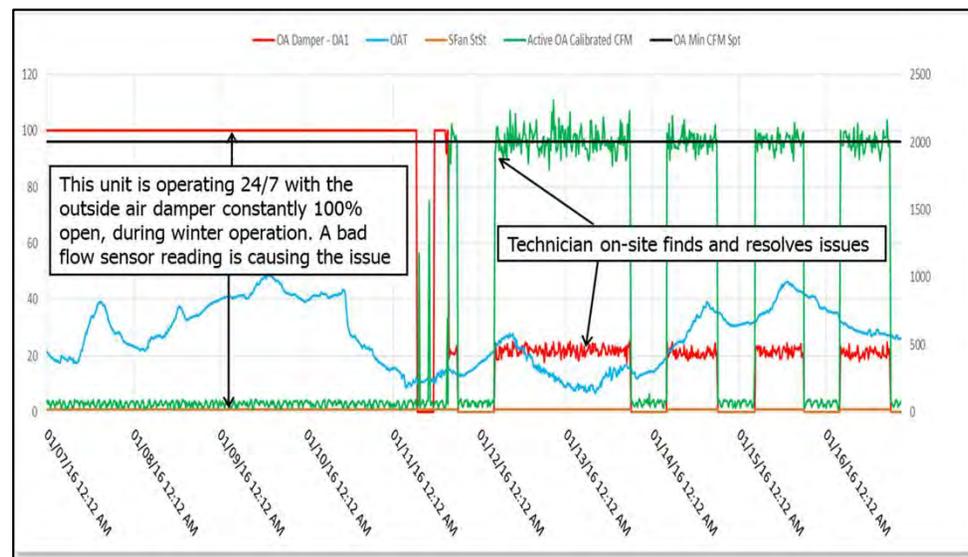


### ARPA Use Case Example:

Many ventilation issues are caused by lack of maintenance. Investing ARPA funds in catching up on deferred maintenance can be a low-cost & high impact way to improve IAQ, health & safety in your facilities.

### Action to Consider:

Evaluate how ARPA funds can supplement your operating budget to improve your immediate facility maintenance plans.



# IMPROVE HEALTH & SPACE COMFORT WITH YOUR BAS



**ARPA Use Case Example:**

Your facility's Building Automation System should allow you to evaluate both the IAQ & space comfort across your facilities. ARPA can fund an upgrade, replacement or system integration.

**Action to Consider:**

If your BAS isn't giving you the visibility and control you need to validate IAQ standards in your facility, evaluate your options.

Device	1/17/2017	1/18/2017	1/19/2017	1/20/2017	1/21/2017	1/22/2017	1/23/2017	1/24/2017	1/25/2017	1/26/2017	1/27/2017
VAV-0903 1-3-79	81	85	91	97	100	100	98	97	98	100	98
VAV-0904 1-3-79	84	88	79	84	100	100	101	100	91	100	99
VAV-0905 1-3-79	86	84	72	80	100	100	90	81	94	93	99
VAV-0906 1-3-79	64	100	100	100	100	100	100	100	100	100	100
VAV-0907 1-3-79	80	91	99	98	100	100	99	100	100	100	99
VAV-0908 1-3-77	83	92	93	94	100	100	92	81	93	94	96
VAV-0909 1-3-79	84	92	92	91	100	100	92	89	91	92	77
VAV-0910 1-3-79	100	100	100	100	100	100	93	95	99	98	100
VAV-0911 1-3-06	87	86	97	100	100	100	100	100	100	100	87
VAV-0912 1-3-06	76	89	91	99	100	100	100	100	100	97	95
VAV-0902 2-2-89	100	100	100	100	100	100	100	100	100	100	100
VAV-0902 2-2-81	56	89	83	88	100	100	100	100	99	90	91
VAV-0904 2-2-93	9	0	0	0	100	100	0	11	2	0	0
VAV-0905 2-2-92	0	0	0	0	100	100	0	13	3	0	0
VAV-0904 2-2-91	89	81	81	74	100	100	61	73	67	59	17
VAV-0902 2-2-90	97	95	77	78	100	100	76	99	90	79	88
VAV-0902 2-2-90	0	21	47	104	100	100	0	19	26	60	70
VAV-0907 2-2-87	99	90	94	92	100	100	78	97	100	100	100
VAV-0908 2-2-88	19	11	91	53	100	100	67	99	100	100	100
VAV-0910 1-3-59	26	30	28	25	81	81	11	9	19	9	8
VAV-0910 2-2-94	80	81	88	86	100	100	100	88	94	81	88
VAV-0901 1-3-81	30	27	34	17	100	100	67	78	60	61	8
VAV-0902 1-3-104	19	9	0	0	100	100	9	9	8	9	0
VAV-0901 1-3-101	19	9	0	0	100	100	9	11	9	9	0
VAV-0901 1-3-101	20	19	19	28	100	100	41	62	60	60	41
VAV-0901 1-3-101	19	19	0	0	100	100	44	51	66	51	40
VAV-0906 1-3-58	19	9	13	18	100	100	21	20	27	31	17
VAV-0901 1-3-80	14	75	62	38	100	100	80	95	99	71	27
VAV-0902 1-3-87	11	32	14	76	100	100	72	89	80	72	28
VAV-0910 1-3-80	19	12	8	65	100	100	11	60	43	51	0
VAV-0911 1-3-81	19	11	9	12	100	100	20	10	18	11	3
VAV-0901 1-3-92	100	98	98	100	100	100	100	100	100	100	100
VAV-0911 1-3-100	17	9	1	14	100	100	13	66	66	44	24
VAV-1001 2-2-81	51	80	86	98	100	100	100	100	99	98	89
VAV-1001 2-2-76	61	84	100	100	100	100	100	100	100	100	100
VAV-1001 2-2-72	50	81	86	91	100	100	81	40	90	99	82
VAV-1001 2-2-71	80	93	87	82	100	100	76	84	83	89	87
VAV-1001 2-2-69	13	101	85	97	100	100	90	100	98	94	76
VAV-1001 2-2-61	100	100	100	100	100	100	100	100	100	99	99
VAV-1001 2-2-64	61	86	87	96	100	100	100	97	99	96	97
VAV-1001 2-2-81	99	100	99	99	100	100	67	96	93	98	99
VAV-1001 2-2-80	78	88	87	90	100	100	89	83	88	82	80
VAV-1101 1-3-79	97	100	100	100	100	100	100	100	100	100	100
VAV-1101 1-3-85	88	100	100	100	100	100	100	100	100	100	100
VAV-1101 1-3-88	86	97	99	100	100	100	100	100	100	100	97
VAV-1101 1-3-87	84	89	90	90	98	100	100	99	99	98	99
VAV-1101 1-3-91	100	100	100	100	100	100	100	100	100	100	100

Device	Status	Month	Grade
VAV-0603 2-2-93	23	148	Bad
VAV-0609 2-2-92	29	158	Bad
VAV-0802 1-3-104	27	145	Bad
VAV-0701 1-3-99	27	145	Bad
VAV-0801 1-3-103	29	145	Bad
VAV-0811 1-3-04	29	144	Bad
FTU-0802 1-3-99	31	143	Bad
FTU-0701 1-3-99	32	142	Bad
FTU-0309 1-3-101	31	140	Bad
VAV-0806 1-3-08	31	140	Bad
FTU-0204 2-2-102	30	139	Bad
FTU-0801 1-3-97	41	138	OK
VAV-0606 2-2-86	45	137	OK
VAV-0810 1-3-80	45	134	OK
VAV-0811 1-3-100	47	134	OK
VAV-0211 2-3-112	40	134	OK
FTU-0809 1-3-88	73	133	OK
VAV-0805 1-3-101	79	132	OK
VAV-0207 2-3-104	83	131	OK
VAV-0804 1-3-101	117	130	OK
FTU-0810 1-3-85	50	129	OK
VAV-0801 1-3-81	101	128	OK
VAV-0806 1-3-91	73	127	OK
VAV-0701 2-3-88	140	126	OK
VAV-0809 1-3-87	148	125	OK
VAV-0604 2-2-91	72	124	Good
FTU-0807 1-3-90	73	123	Good
VAV-0404 1-3-73	73	123	Good
VAV-1009 2-2-90	75	119	Good
VAV-0214 2-3-82	77	119	Good
FTU-0312 2-3-67	75	119	Good
VAV-0117 2-3-89	26	118	Good
VAV-0801 2-3-82	78	117	Good
VAV-0808 1-3-86	70	115	Good
VAV-0803 3-3-86	75	115	Good
VAV-0215 2-3-91	80	113	Good
VAV-0216 2-3-90	80	114	Good
FTU-0611 1-3-81	81	110	Good
VAV-0206 2-3-83	81	110	Good
VAV-0608 2-3-88	81	110	Good
VAV-0208 2-3-105	82	108	Good
VAV-0709 2-3-106	87	106	Good
VAV-0402 1-3-74	88	107	Good

# AIR PURIFICATION MEASURES



**ARPA Use Case Example:**  
*Identify your highest priority facilities and commit to a plan to improve and validate IAQ in those buildings. Promote your commitment to health & safety with the WELL Health-Safety Rating.*

**Action to Consider:**  
*IAQ isn't one-size fits all. Work with a trusted partner to evaluate your options and recommend actions.*



NEWS

## New ionization units keep air clean in Kent buildings

**Kaitlyn McGarvey** Record-Courier  
Published 6:00 a.m. ET Feb. 3, 2021

[View Comments](#) [f](#) [t](#) [e](#) [r](#)



Kent Fire Department incorporated needlepoint bipolar ionization generators into its station's HVAC system and ambulances to help combat pathogens. Kent Fire Chief John Tosko uses an ion counter to calculate the air quality inside the fire department's kitchen and dining area. Kent City Health Commissioner Joan Seidel looks on. Lisa Scaifaro

New ionization units are helping to keep the air clean inside some city buildings in Kent.



**Ashtabula**

COUNTY, OHIO

*Where great things happen.*

CONSIDERATIONS FOR LOCAL GOVERNMENTS IN OHIO

## GOVERNMENT PERSPECTIVE

*Commissioner Casey Kozlowski – Ashtabula County*





CONSIDERATIONS FOR LOCAL GOVERNMENTS IN OHIO

# PROCUREMENT CONSIDERATIONS

*Keith McDevitt – Equalis Group*



# Three Ways Public Sector Entities Spend Taxpayer Dollars



# Equalis Group Difference – Member Perspective

Save time. Save money. Stay legal.



## Compliance

- Contract solicitation model ensures legal compliance and provides peace of mind
- Legal exemption from stand-alone bids/RFPs



## Savings

- Reduced Total Cost of Ownership (**TCO**)
- Improved pricing and terms & conditions
- Equalis membership is easy & risk-free: no costs, dues, or obligations



## Flexibility

- Configurable programs & flexible pricing models to meet each member's specific needs
- High-quality suppliers provide a broad range of products & services
- No mandatory spend or committed volume requirements



## Member Support

- Dedicated guidance, support & service
- Master Agreements are easy to find, understand & utilize
- Every Equalis member is treated like family – period.

# Equalis Group/Gardiner Contract Highlights

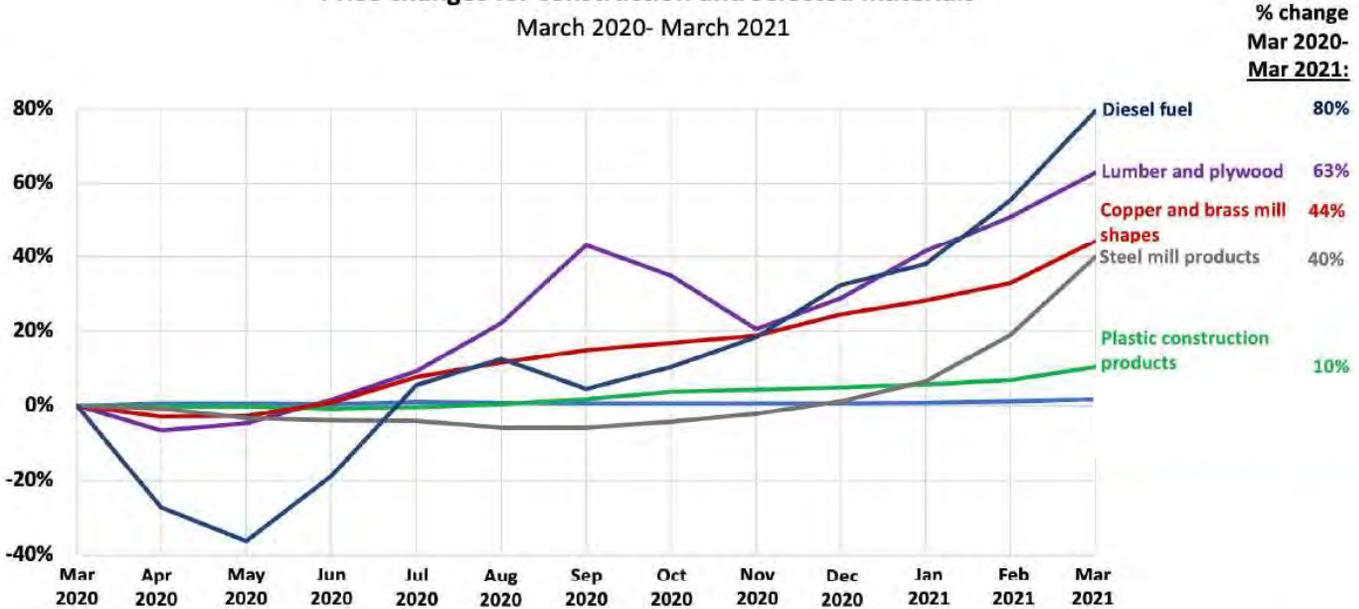
- A full line of HVAC equipment and supplies, professional services, and a host of building solutions.
- Intensive discovery process to develop custom-designed building solutions for each Equalis Group member based on each member's current systems, financial goals, and strategic objectives.
- Aggressive discounting structure exclusively for Equalis Group members on Gardiner's full line of products and services that is 2.5 – 5.25% lower than the manufacturer's published national cooperative pricing schedule.
- A proven process for reducing downtime due to mechanical error. This process includes access to temporary chillers and generators, refresh and factory refresh recertification programs, predictive and diagnostic services, 24/7 parts availability, and more.
- Access to a variety of financing tools, including government procurement options and shared savings programs.
- Local footprint throughout Ohio with over 200 associates readily available via phone, email, or in person.

# WRAP UP: UPDATE FROM THE WORLD OF CONSTRUCTION

**12.4%**  
Input costs for general contractors have soared by 12.4% from March 2020 to March 2021

**80%**  
Diesel fuel PPI (Producer Price Index) has increased by 80% between March 2020 to March 2021

**Price changes for construction and selected materials**  
March 2020- March 2021



Source: Bureau of Labor Statistics, producer price indexes (PPIs) for new nonresidential building construction (bid prices), diesel fuel, wood, and metal products, plastic products, not seasonally adjusted

# THANK YOU – CONTACT US



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Commissioner Casey Kozlowski

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## WELL HEALTH-SAFETY RATING ASSESSMENT

### Preliminary Questionnaire

- |  | YES / NO  |
|--|---|
| 1. Does the company have fragrance-free liquid hand soap dispensed through one of the following: Sealed disposable dispensers equipped with soap cartridges or dispensers with detachable and closed containers for soap refill?   | <input type="checkbox"/> <input type="checkbox"/> |
| 2. What method of hand drying does the company provide in lavatories, shops and labs (e.g. paper towels, hand dryers with HEPA filters, hand dryers without HEPA filters?)   | <input type="checkbox"/> <input type="checkbox"/> |
| 3. Do you provide signage at each lavatory demonstrating the steps for proper hand washing?  | <input type="checkbox"/> <input type="checkbox"/> |
| 4. Does the company have an inventory of all high-touch surfaces (e.g., doorknobs/handles, telephones, elevator buttons, faucet handles, soap dispensers, security equipment)? <i>If yes, please forward.</i>  | <input type="checkbox"/> <input type="checkbox"/> |
| 5. Are there temporary and/or permanent measures to reduce or eliminate frequency of contact with high-touch surfaces and person-person contact, if possible (e.g., doors opened by an attendant, touch-free faucets, voice-activated elevators, ticketless entry, transparent partitions)? <i>If yes, please forward.</i> | <input type="checkbox"/> <input type="checkbox"/> |
| 6. Does the company have a map of all person-person contact points and directional movement? <i>If yes, please forward.</i>  | <input type="checkbox"/> <input type="checkbox"/> |
| 7. Has the company drafted a "cleaning and sanitizing protocol? <i>If yes, please forward.</i>   | <input type="checkbox"/> <input type="checkbox"/> |
| 8. Do you have the Material Safety Data Sheet (MSDS) sheet on all your cleaning supplies? <i>If yes, please forward.</i>   | <input type="checkbox"/> <input type="checkbox"/> |
| 9. Does the company have an Emergency Preparedness plan? <i>If yes, please forward.</i>  | <input type="checkbox"/> <input type="checkbox"/> |
| 10. Does the company provide emergency resources (first aid kits, AED's etc.) in marked and easy to access locations? <i>If yes, please forward.</i>   | <input type="checkbox"/> <input type="checkbox"/> |
| 11. Does the company have a business continuity plan?<br>This plan will include critical business functions, processes and supporting resources. This will include a list of members, roles, responsibilities and other important directions to addressing emergency actions if needed. <i>If yes, please forward.</i>     | <input type="checkbox"/> <input type="checkbox"/> |
| 12. Does the company have a written "re-entry" plan? <i>If yes, please forward.</i>  | <input type="checkbox"/> <input type="checkbox"/> |
| 13. Does the company conduct a seasonal flue prevention campaign?  | <input type="checkbox"/> <input type="checkbox"/> |

**YES / NO**

14. Does the company have exterior No Smoking signage?
15. In what ways does the company communicate with community and staff (ex: social media, newsletters, etc)? \_\_\_\_\_
16. Does the company have written policy or operational schedules that promote health oriented procedures? *If yes, please forward.*
17. Does the company have a food hygiene or sanitary inspection report by local a health department or 3rd party inspection agency? *If yes, please forward.*
18. Does the company have a HVAC inventory list? *If yes, please forward.*
19. Does the company have a preventive maintenance program which lists and schedules HVAC filter types and the replacement schedule? *If yes, please forward.*
20. Does the company have well or city water available? Recognizing you may have both, please list the buildings and their sources. \_\_\_\_\_
21. Is the water system checked annually by an outside organization? *If yes, please forward latest report.*
22. Is there a specific strategy the company has chosen that is a more innovative approach? Examples could include securing a certain supply chain, a specific obstacle that overcome by thinking outside the box or something technical like programming humidity control, air purges or air filtration technology.

BUILDING APPLIED INTELLIGENCE

## TURNING BUILDING INTELLIGENCE INTO BUSINESS RESULTS

Leverage Gardiner's expertise in mechanical system design, controls, equipment maintenance and energy management to understand what's happening in your building and more importantly, what to do about it.



### Building AI (Applied Intelligence)

Data-enabled services from Gardiner provide support to help ensure that you capture the full power of your HVAC system investment, regardless of your automation system manufacturer or how you currently approach service and maintenance at your facility. Our secure, encrypted, outbound-only connection to your Building Automation System (BAS) enables our team to help you: **IMPROVE DECREASE REDUCE MINIMIZE**



#### SPACE COMFORT

We use a simple, easy to read Space Comfort Scorecard to prioritize and address areas with comfort issues. Comfort is graded based on a space's ability to maintain a set point over time, areas of concern show up as red or yellow.



#### ENERGY COSTS

Our Energy Engineers monitor facility energy usage along with system operation to identify areas of improvement, making adjustments and recommendations as necessary while giving you a clear benchmark of your facility's relative performance.



#### OPERATING SPEND

Data-driven service can greatly reduce the money you spend on truck rolls, increase the time efficiency of maintenance & repair staff by pinpointing potential root causes, and prolong equipment life by identifying potential issues as early as possible.



#### DOWN-TIME

Our Building AI services enable our team to detect potential issues early, often avoiding or greatly reducing system down-time. We will also ensure that your operating software is up to date and backed up to quickly restore in the event of a catastrophic system failure.

For more information or a Building AI demo, contact us at 440-248-3400 or visit [www.whgardiner.com](http://www.whgardiner.com)

## BUILDING AI PROGRAM

Gardiner's **Building AI (Applied Intelligence)** data-enabled services provide support to help ensure that you capture the full power of your HVAC system investment. The automation system is a critical component in maximizing system comfort, efficiency, and overall operation. It is also crucial to ensure the system is properly adjusted from design to the actual operating environment.

Gardiner has developed the Building AI: Applied Intelligence program in order to help:



### Improve Space Comfort

Gardiner utilizes a simple, easy to read Space Comfort Scorecard to prioritize and address areas with comfort issues. Comfort is graded based on a space's ability to maintain a set-point over time; areas of concern show up as red or yellow.



### Decrease Energy Spend

Our team of Energy Engineer's monitor facility energy usage along with system operation in order to identify areas of improvement, making adjustments and recommendations as necessary while giving you a clear benchmark of your facility's relative performance by using national and local databases.



### Manage Air Quality

Gardiner will ensure your visibility, control and oversight of your facility's ventilation practices and the air quality control methods available via your HVAC System and BAS.



### Reduce Operating Spend

Gardiner will use data driven service to reduce the money spent on truck rolls, increase the time efficiency of maintenance and repair staff by pinpointing potential root causes, and prolong equipment life by identifying potential issues as early as possible.



### Minimize Down-Time

Gardiner's advanced monitoring and diagnostics, enable Gardiner to detect potential issues and avoid unnecessary down-time. It also allows us to remotely diagnose and resolve system issues, saving time and potential service truck rolls. Gardiner Intelligent Services can ensure the operating software is up to date as well as perform system back-ups so in case of a catastrophic event, the system can be restored and back in operating condition as quickly as possible.

The building automation system is vital to maintaining occupant comfort, productivity, and energy efficiency. Gardiner looks forward to the opportunity to support the objectives of your organization.

## **Building AI (Applied Intelligence) Services**

Our Building AI services provide two tiers of support; **Essential** and **Enterprise**. The following outlines each tier to enable you to select a level of service that is appropriate for your facility's operations.

The following highlights each tier to assist you in selecting a level of service that is appropriate for your facility's operations.

### **Essential**

As part of all Gardiner Building AI service offerings, a data pump will be installed to gather and trend building data to analyze systems performance and to identify anomalies. *\*Please note: All Building AI agreements require an external IP connection.*

#### **HELP DESK**

The Help Desk is staffed during normal business hours (8:00am – 5:00pm) to provide qualified technical assistance with questions related to the operation of the temperature control and building automation system. They can help assist with such things as:

- Set point changes
- Changing time schedules
- Setup of trends and calculations
- Changing user authorization settings
- Understanding the buildings operation
- Informal training

#### **OPERATIONAL REVIEW INSPECTIONS**

The operator interface is key to the performance of the building temperature control and automation system and ultimately the energy efficiency and the productivity of the facility. The Operational Reviews are designed to allow the Applied Intelligence technician to take action on system deficiencies discovered through the trending of data.

#### **On-Site Operational Reviews – 2 / Year**

- Investigate documented issues from the client
- Review and take corrective action on issues discovered through the trending of data
  - Programming modification
  - Sensor calibration / verification
  - Set-point modifications
  - Evaluate faulted control components
- Training on the building automation system
- Alarm routing and setup
- Software maintenance and upgrades

### Remote Operational Reviews – 2 / Year

- Run system performance reports to identify deficient items on the building automation system
- Utilize pre-set system operating parameters to generate pass/fail conditions for all automated system components
- Identify items in alarm, overridden, or scheduling exceptions

### **Enterprise**

**BUILDING ANALYTICS** - *(Service provide six months after BMS project completion)*

#### **Dynamic Commissioning™**

Gardiner will install a data pump to gather and trend building data to analyze systems performance and to identify anomalies. Gardiner Energy Engineers will analyze and interpret data into recommended action items to improve your facility operation, comfort, and energy efficiency.

Results and recommendations will be presented in summary reports including:

- Space Comfort Scorecards (if applicable)
- Detailed analysis of systems
- Recommendations for operational, comfort, and energy improvements

#### System Performance Alerts

- Gardiner will develop custom algorithms based on building specific systems to alert potential issues. Issues will addressed based on mutually agreed upon escalation path.

***\*A sample report can be found on the following pages.***

# Building AI - Performance Report Sample

**GARDINER**

PERFORMANCE REPORT | SAMPLE CLIENT REPORT

Reporting Period

11/1/2018 10/1/2020

## ENERGY ANALYSIS - EXECUTIVE SUMMARY

The following report serves as a review of the objectives Gardiner and Painesville City Local Schools set out to accomplish, the results achieved thus far, and recommendations for future action. Included are the energy avoidance results, calculated using actual monthly billing data, local weather data, and an industry recognized reporting system.

Baseline Period: August 2016 - July 2017

### CUMULATIVE RESULTS:



PAGE 1



**GARDINER**

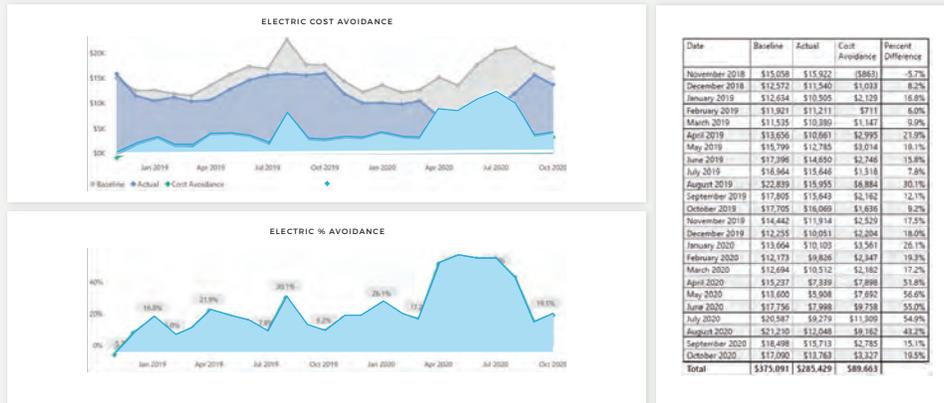
ANALYSIS PERFORMANCE REPORT | SAMPLE CLIENT REPORT

Reporting Period

11/1/2018 10/1/2020

## ENERGY ANALYSIS - ELECTRIC AVOIDANCE: BUILDING 1

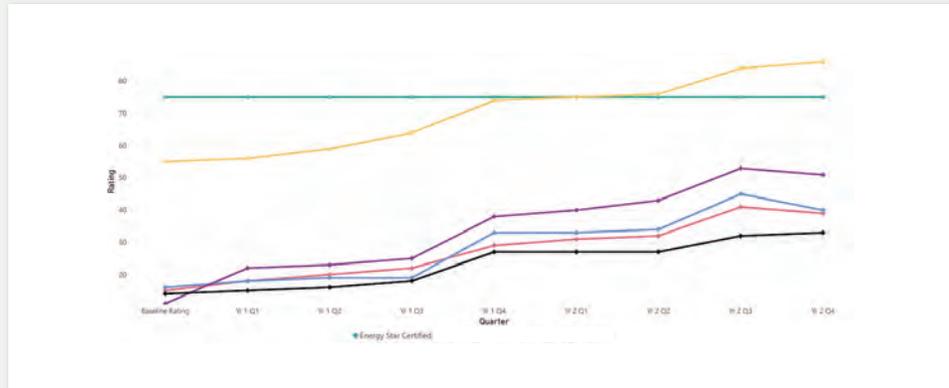
The following chart(s) below show the monthly electric avoidance at the building listed above. Baseline data is adjusted for weather, rate changes, and billing period.



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ENERGY ANALYSIS - ENERGY STAR

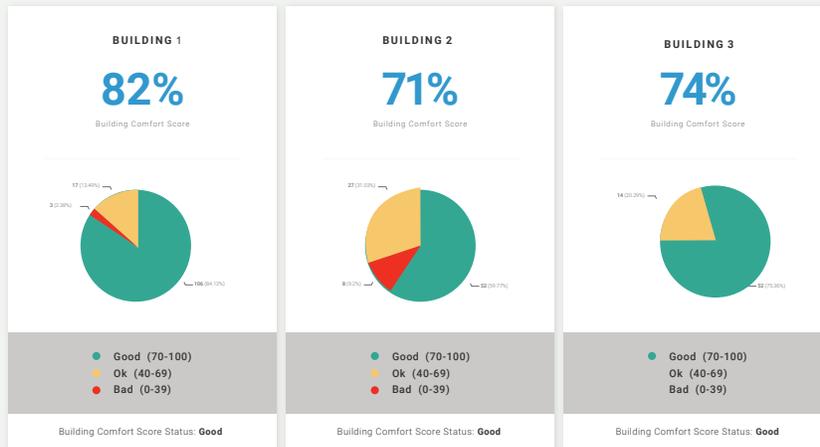


ENERGY ANALYSIS - FINANCIAL RESULTS

Date	Electric Avoidance	Gas Avoidance	Total Avoidance
August 2020	\$22,516	\$4,093	\$26,609
September 2020	\$9,279	\$1,971	\$11,250
October 2020	\$8,107	\$2,425	\$10,532
<b>Total</b>	<b>\$39,901</b>	<b>\$8,490</b>	<b>\$48,391</b>

<p><b>ELECTRIC</b></p> <p><b>21.1%</b></p> <p>% Electric Cost Avoidance</p>	<p><b>NATURAL GAS</b></p> <p><b>32.7%</b></p> <p>% Gas Cost Avoidance</p>	<p><b>TOTAL</b></p> <p><b>22.5%</b></p> <p>% Total Savings</p>
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ENERGY ANALYSIS - SPACE COMFORT SCORECARD



APPENDIX - ENERGY CONSERVATION MEASURES

The following is an overview of the energy conservation measures that have been implemented:

1. Installed new Jace controller at Building 1, integrated all schools into Niagara 4 platform for better visibility and ability to analyze operational data for Improvements.
2. Added optimal start programming to all units to dynamically calculate the time needed to start to reach set point prior to occupancy based on outside air conditions, deviation from temperature, and historical unit performance.
3. Added static pressure reset programming to all VAV AHUs. This allows the static pressure set point to reset based on space needs, reducing fan energy.
4. Added secondary boiler enable program to allow boilers to disable when unoccupied and above 45 degrees.
5. Added differential pressure reset programming to chilled water systems. This allows the differential pressure set point to reset based on space needs, energy.
6. Added holiday schedules to all schools and adjusted normal operating schedules to better match occupancy of buildings.
7. Added programming for VAV boxes to recognize when heat is unavailable and go to minimum flow instead of heating flow setpoint.





## **FUNDING CHALLENGES SOLVED.**

Sometimes knowing what you want isn't the biggest challenge, it's being able to buy it in an environment of competitive bidding and compliance.

Over the years, GARDINER has worked with many clients to develop the right building solutions within their budget. Our financial solutions expertise gives clients access to a full range of tools from procurement options to shared savings to complete project financing.

Our team of experts will not only help you figure out what to do to make your building work better, but how to fund it. We offer multiple sourcing options to access our products and services on government procurement schedules and via approved Group Purchasing Organizations.

### **COOPERATIVE PURCHASING OPTIONS:**

- **Equalis Group / Sourcing Alliance**

Sourcing Alliance is a public sector group purchasing organization (GPO) that develops and administers a select portfolio of cooperative purchasing programs that cover a wide range of products and services. Each program provides contracting compliance and the ability to configure the solution that best meets individual needs while achieving the lowest Total Cost of Ownership.

#### HOW CAN SOURCING ALLIANCE HELP?

*Sourcing Alliance enables public entities to ensure compliance with public sector guidelines while leveraging their membership's combined buying power and saving tens of thousands of dollars on the traditional HVAC bid process for part or all of a project.*

- **The Ohio Schools Council**

The Ohio Schools Council (OSC), a regional council of governments (COG) created under ORC 167, is a government agency created and governed by school districts for the specific purpose of saving dollars through volume purchases.

#### HOW CAN OHIO SCHOOLS COUNCIL HELP?

*The OSC Cooperative Purchasing Program saves districts from the time-consuming bidding process and provides discounts up to 63% off through an extensive catalog of locally-bid, awarded vendors.*

### **ON-BILL FINANCING OPTIONS:**

GARDINER's Performance Solutions group has a long history of working directly with lenders to help clients identify the best financing options for projects, including all available legislation and public programs as well as bank and private financing. If your project is running into budget, procurement or financing obstacles, we can work with you to ensure that you've evaluated every option available to you.

For decades, our financial solutions expertise has helped clients identify creative ways to get projects funded and evaluate financing options to help your project meet your business goals. Below are a few On-Bill Payment Options available:

- **ENGIE Advantage**

Engie Advantage is a new financing program designed to support energy efficiency measures of large commercial and industrial customers by improving bottom lines and exceeding sustainability goals while offsetting capital investment with the savings.

HOW CAN ENGIE ADVANTAGE HELP?

*ENGIE Advantage delivers an easy, seamless way to fund energy reduction strategies through existing retail supply agreements allowing energy-efficient projects of any size and scale to be implemented quickly and effectively.*

- **Constellation's Efficiency Made Easy (EME)**

Constellation's EME Program can identify and implement efficiency measures that can help you reduce energy costs, manage usage and meet your sustainability goals. In addition, it requires no upfront capital so you can preserve your budget for other business priorities.

HOW CAN CONSTELLATION EME HELP?

*Constellation's EME Program is an unique award-winning solution that provides an opportunity to pay for energy conservation measures – with no upfront capital – through monthly charges that appear on your power or natural gas supply bill.*



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COMPANIES

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October 18, 2021

**RE: Gardiner Service Company LLC – Bond Ability**

This letter serves to confirm that Oswald Companies, as agent, handles the bonding needs for Gardiner Service Company LLC through Western Surety Company. Gardiner Service Company LLC has been prequalified by Western Surety Company, for performance and payment bonds in excess of \$4,000,000 bonding capacity for single jobs and \$15,000,000 aggregate.

Gardiner Service Company LLC is a highly capable and well respected account of Western Surety Company. The company is dependable and maintains a solid financial position. We are very confident in their ability to perform, and do not hesitate in our strong recommendation of Gardiner Service Company LLC, their ability, and professionalism.

Western Surety Company is prepared to execute performance and payment bonds, subject to standard underwriting at the time of the final bond request, which will include but not be limited to the acceptability of the contract documents, bond forms and project financing. Please note that the decision to issue performance and payment bonds is a matter between Gardiner Service Company LLC and Western Surety Company, and we assume no liability to third parties or to you if for any reason we do not execute said bonds.

If you have any questions or need any additional information, please do not hesitate to contact me at 216-367-1092.

Sincerely,



Geri Patronite  
Attorney-in-Fact  
Western Surety Company