

Newtown Board of Education  
CFF/CIP/Facilities/Finance Sub-Committee Minutes  
May 16, 2022  
3 Primrose Street,  
Newtown, CT 06470

**CALL TO ORDER:** Mrs. Larkin called the meeting to order 1:01 p.m.

**Participants:** Jennifer Larkin, Deborra Zukowski, Don Ramsey, Bob Gerbert, Tanja Vadas, Dr. Lorrie Rodrigue

**Item 1 Approval of CFF/CIP Minutes of April 7, 2022**

Ms. Zukowski made a motion to approve the minutes of April 7, 2022. Mr. Ramsey seconds the motion. All in favor.

**NEW BUSINESS**

**Trash & Recycling Service Contract Bid Update**

Mr. Gerbert stated it was publicly advertised and he had the bid opening on May 5<sup>th</sup> and received only one bid from Associated Refuse Haulers who is our current vendor with a 3 year contract. The prices in their bid represents a 3% increase per year with year 1 prices showing a 3% increase over what we are paying now. Mr. Gerbert is giving a recommendation to approve this contract. This vendor currently provides our waste and recycling services. The vendor is registered with the Town and HERRA as a waste hauler. They are local and based out of Newtown and service the town as well.

Mr. Gerbert stated in light of fuel increases they have not given us any fuel surcharges for their trucks while there has also been increases in tipping fees and recycling fees out in the general, they have not passed those on to us.

Ms. Zukowski asked if we only got one bid back and Mr. Gerbert stated yes. He stated it was advertised and he did send out a couple of emails to vendors but they were the only one interested.

Dr. Rodrigue stated it is becoming more typical now to only receive one bid and she is hearing it across districts.

Ms. Zukowski mentioned how recycling is getting more expensive and asked if this includes all of the school recycling and trash hauling. Mr. Gerbert stated yes.

Ms. Zukowski asked about the guideline for going out to bid. Mr. Gerbert stated anything over \$50K is required to go out to bid.

Dr. Rodrigues stated also if there is a state bid contract already then you can utilize those contracts that are authorized by the state and not have to go out to bid.

Ms. Zukowski recommended that this committee support this bid and bring it forward to the board. All were in agreement.

### **HVAC Newtown High & Reed Bid Update**

Mr. Gerbert stated he put out a bid for HVAC service for NHS & Reed. Previously we had a 3 yr. contract with Harry Grodsky & Co. to perform maintenance at both schools. They did an excellent job all 3 years. He stated they had a walk through during April break and had 4 vendors attend. The bid opening was on May 5<sup>th</sup> which 3 of the four vendors submitted a bid. The low bidder was Eastern Mechanical Services for both locations. He stated he would like to recommend this vendor for the first year with an option to renew for the 2<sup>nd</sup> two years as we did with Grodsky.

Mr. Gerbert presented the prices and hourly rates. This would take effect July 1<sup>st</sup>. Overall he stated there was a 2.1% increase.

Ms. Zukowski recommended that this committee support this bid and bring it forward to the board. All were in agreement.

### **Proposal for NHS Parking Lot Lights**

Mr. Gerbert presented a proposal to replace the parking lights at Newtown High School. This proposal from Greenleaf would get everything done inside and outside with LED. The fixtures proposed are the same as Reed and HOM which are a Lithonia. These lights are able to dim and use a photo cell where there is no programming and has a sensor to detect daylight.

Mr. Ramsey asked how long has the fixtures been at Reed and the longevity of the lights. Mr. Gerbert stated they just went in about 6 months ago and they finished installing around Thanksgiving. Mr. Gerbert stated the longevity of LED is about 20-25 years and Greenleaf would be giving us a 5 year warranty.

He stated there is a hefty price with this proposal of about \$83K. He stated we are able to use Eversource on-bill financing and they can be flexible to finance the full job or any piece of the job and we can break it up in any fashion. He stated Eversource does give 48 months at 0% financing. Estimated savings would be \$10,366 for the year for the total project.

Mrs. Larkin asked when we would be looking to do the replacement and did he have this in the CIP plan. Mr. Gerbert stated no and it is something we will have to think about.

Mr. Gerbert stated this vendor is a State of CT vendor so there is no need to go out to bid.

Mr. Gerbert stated this discussion was for informational purposes only.

Mrs. Larkin stated we will revisit this in the future.

### **Financial Update**

Mrs. Vadas stated she wanted to talk about the major objects. She stated our balance increased over the prior month by \$156K with the majority coming from of our salary accounts.

She indicated the certified salary accounts had an increase to the balance by \$115K due to the release of anticipated obligations for teachers, certified subs (this included subs for staff training) and homebound tutors. She said she anticipates that this will be the last month for a large adjustment like this.

She stated the non-certified salary account is also experiencing an increase to the balance by \$34K due to unfilled positions, adjustments to employee overtime as well as turnover.

Ms. Zukowski then inquired about teachers and FMLA pay. She asked if teachers get to participate in the CT FMLA fund.

Dr. Rodrigue stated what they were offering at the height of the pandemic is not what they are offering now. There were changes made for staff. A lot of flexibilities have changed under FMLA. She further stated there were not many issues with FMLA during the height and maybe a few employees ran out and we had to deal with those on a case by case issue.

Mrs. Vadas went on to state that the total projected year-end balance in our salary account is \$489,479.

Ms. Zukowski then asked about the SpEd certified salaries. She stated part of the \$112K balance is the fact that we don't have services such as Behavioral Therapists so we are outsourcing therapists and wanted to know what the net was.

Mrs. Vadas stated there is a deficit of about \$80,000 in contracted services that includes a behavioral therapist agency used to fill these open positions. The net is \$30K right now.

Ms. Zukowski asked about the level of services for the cost of outplaced services vs in-house services.

Mrs. Vadas stated the \$112k includes other services such as OTPTs, BTs, Job Coaches and a small piece of the grant. She said there are many moving pieces as it is not one-to-one correlation.

Mrs. Vadas showed the committee the detail report which shows the moving pieces and breakdown that goes into a line item.

Mrs. Vadas then spoke about employee benefits and how they have changed over the prior month with a decrease to the balance by roughly \$24K. She is not anticipating a further deficit with unemployment costs; however, we did incur an additional \$14,000 in unemployment benefits for one employee. She indicated employee benefits should not change much from now until the end of the year with the current balance at a negative \$97K.

Mrs. Vadas talked about professional services and how she released some of the anticipated obligations which increased the balance in this object.

She stated the same was for professional educational services which is all of our staff training.

Mrs. Larkin asked if there was the opportunity to do the professional development virtually. Dr. Rodrigue stated some professional development days were bigger than virtually and there were some that were done virtually.

Mrs. Larson asked about substitutes and their rate of \$100/day vs asking a teacher to fill in.

Dr. Rodrigue stated substitutes are another group that got hit very hard with the pandemic which is still going on and we don't have enough. We are in a continual plea to bump it up.

Mrs. Larkin asked if HR can do more to help out. Dr. Rodrigue stated she believes HR is doing all that they typically do and they are looking to bump it up. She stated all of the employment ads are out there. Dr. Rodrigues stated it is all about who is paying more for substitutes.

Mrs. Vadas went on to purchased property services and stated she is showing a deficit of \$77K. She stated she believes this will change before year end as this account includes our contingency accounts for emergency building repair and general repairs. This deficit also includes the Hawley move-out which is about \$47K, we had expensive repairs at the NHS, and a smaller version of the lighting upgrade at the Middle Gate school. This is a contingency account and will be adjusted again each month.

Mrs. Vadas moved on to other purchased services. She stated our out-of-district tuition account is another area where we do not anticipate any additional out-placements this year. She said she released \$74K back into the out-of-district tuition which now shows a balance of \$113K in the account.

Mrs. Vadas talked about the Special Education Department as a whole is now showing a balance of \$411K. The driver of this is in our non-certified salaries as well as a portion of the additional funding in the excess cost grant.

She stated supplies are showing a deficit but she thinks it will pan out to zero by the end of the year.

Ms. Zukowski stated she thought what Mrs. Vadas presented regarding the financial report was well done.

#### **Spending Plan for the Balance of the Year**

Mrs. Vadas stated she and Dr. Rodrigue were looking at a spending plan for the year-end balance.

Mrs. Vadas presented a list of additional requests for the spending plan. The committee discussed the items.

Ms. Zukowski stated in July we would have a better sense of what we actually have in surplus and what we underestimated for next year's budget.

#### **Budget Transfers**

Mrs. Vadas discussed the requested budget transfers. Two transfers were within the same object code (salary and contracted services) and one transfer was from object code 910 to 500.

#### **Update on Food Service Bid**

Mrs. Vadas stated she is working on a contract with a food service vendor. They have discussed initiatives and are working on addendums to the contract. She stated once the contract is in the final draft, it then goes to the state for approval and then to board for final approval.

#### **Update Transportation Contract**

Mrs. Vadas stated they are still working with the attorneys and once we have a draft she will share with the committee.

**22-23 Budget: New Excess Cost Grant Calculation**

Mrs. Vadas reminded the subcommittee that this year we have received 82% reimbursement of our excess cost grant which totaled about \$116k. This additional revenue ultimately added to the balance in this account and was unexpected. The grant has never been this high and will most likely be changing next year as the state has developed a new excess cost grant reimbursement calculation. This calculation is based on community wealth per-capita and Newtown falls into the 70% category. Our 22-23 budget calls for a 75% reimbursement rate which ultimately means we will fall short over \$100k in excess cost grant revenue.

**Public Participation:** None

**Adjournment:** Ms. Zukowski made a motion to adjourn meeting. Mr. Ramsey seconds the motion. All in favor. The meeting was adjourned at 2:37 p.m.

Respectfully Submitted,  
Joanne Morris

THESE ARE DRAFT MINUTES AND ARE SUBJECT TO THE APPROVAL OF THE BOE  
CFF/CIP SUB COMMITTEE

Newtown Board of Education  
CFF/CIP/Facilities/Finance Sub-Committee Minutes  
April 7, 2022  
3 Primrose Street,  
Newtown, CT 06470

**CALL TO ORDER:** Mrs. Larkin called the meeting to order 6:00 p.m.

**Participants:** Jennifer Larkin, Deborra Zukowski, Don Ramsey, Bob Gerbert, Tanja Vadas, Dr. Lorrie Rodrigue

**Item 1 Approval of CFF/CIP Minutes of March 10, 2022**

Ms. Zukowski made a motion to approve the minutes of March 10, 2022. Mr. Ramsey seconds the motion. All in favor.

**OLD BUSINESS**

**Update on Transportation Bid**

Mrs. Vadas talked about the timeline of the transportation RFP (Request For Proposal). Dr. Rodrigue and Mrs. Vadas invited legal counsel to have a meeting to discuss the RFP strategy with All-Star. Mrs. Vadas talked about the current credit of \$148K which was projected from January through June of the buses that have not run all year.

Mrs. Larkin asked if we have collected any of that amount. Mrs. Vadas stated she would be collecting some of that soon.

Mrs. Larkin asked about the 9 buses that have not run and what the difference was with 'parked' buses. Dr. Rodrigue stated the 9 buses were pulled out prior to the start of the school year. She said we are not down 9 buses every day because they are not picking kids up. She said we re-routed students. She said the 'parked' buses are completely different because 'parked' means that a driver calls in and cannot make the am or pm routes.

Mrs. Larkin asked if the RFP for next year includes the 9 routes. Mrs. Vadas stated yes, and we did not take any routes out. Mrs. Larkin then asked if we are getting by without these 9 buses and if we need them for next year. Dr. Rodrigue stated we are not getting by. The re-routing was because parents were surveyed and results showed they were going to drive their kids to schools due to the pandemic.

The committee continued the discussion regarding the legal issues.

Mrs. Vadas stated with the \$148K coming in she has already earmarked \$85K for the i-Ready program.

### **Update on Food Service Bid**

Mrs. Vadas gave an update as to where we are with the Food Service contract. On March 24<sup>th</sup> we had a mandatory pre-walk through at 4 of the schools. We had 3 vendors come for this. Whitsons, Chartwells and Sodexo.

She stated the only food service company that submitted questions was Chartwells. She indicated she reached out to Sodexo but they have not respond back.

She then explained the remaining timeline of events to get to the point where we will recommend a vendor to the BOE after the state has approved our results of scoring.

Ms. Zukowski asked if the high school would stay on the NSLP (National School Lunch Program). Mrs. Vadas stated yes.

### **NEW BUSINESS**

#### **Financial Report**

Mrs. Vadas discussed the financial report to date. She said overall there was not much of a change but it is not complete. She stated as of now she is showing a (\$9K) change. She indicated she is seeing an increase in the salary balance which was mainly due to the non-certified staffing open positions and projections.

She indicated we still have not filled the Technology Network Specialist position.

Mrs. Larkin asked how risky is that in terms of having a backup in that department. Dr. Rodrigue stated this is a critical position and said a lot of districts have had to go to outside sources since there are not many candidates in this field.

Ms. Zukowski asked about the town having a network specialist and wondered if that position was open as well. Dr. Rodrigue stated the town does have a similar position and it is not open.

Ms. Zukowski asked if there was a way to lean on the town for additional support. Dr. Rodrigue stated the positions are very different.

Mrs. Vadas stated this open position was also bringing our salary balance upwards and would also create additional savings from not filling the position.

She then talked about the Purchasing Director's position and out of 17 applicants they interviewed two. They have additional candidates coming in next week.

Mr. Gerbert asked how much bidding do we have that the Board of Ed needs a purchasing agent.

Dr. Rodrigue stated the town relies on the purchasing agent more right now. Mrs. Vadas stated she would like for this position to become more involved with the educational side.

Mrs. Vadas stated our salary balance is over \$300K for the current year which is one of our biggest drivers right now. All other accounts collectively are down by over \$100K.

Mrs. Vadas said on employee benefits she has increased this line by \$60k for pensions. This is our defined contributions plan of the 401A. We have evaluated this account and based on projections we anticipate being over budget. We typically budget a year ahead and budget on current salaries at that time. New employees have to go on the defined 401A.

Ms. Zukowski asked if this is an opt-out program. Mr. Gerbert stated there was no choice given when he was hired.

Mrs. Vadas stated this is the time of year when she looks at benefits and makes adjustments.

Mrs. Vadas stated there was one emergency repair at the high school and is anticipating that this account will go over. Mr. Gerbert stated the repair was in one of the high school bathrooms in c- wing with deterioration within the pipe in the interior walls which lead to leaking pipes and the need for replacement. The total cost is about \$24K.

Mr. Ramsey asked when this would take place.

Mr. Gerbert stated this would be taken care of during spring break.

Mrs. Vadas stated she would be meeting with the SpEd Director to discuss her accounts as there are some balances left.

She will update the subcommittee with any large changes after spring break and before the Board meeting when the financial report is brought up for approval.

### **Review Building and Maintenance Needs**

Mr. Gerbert stated we have an HVAC service bid which went live for the high school and Reed. We are in the 3<sup>rd</sup> yr of 3 yrs with Grodsky who we have been very pleased with. He advertised in The Bee and sent out a communication blast to contractors as well. He said there will be a walk-thru. He stated the scope of services is the same.

Mrs. Larkin clarified that the contract is up for these two schools and that is why we are going out to bid. Mr. Gerbert confirmed that clarification. Mrs. Larkin also asked if this will be awarded this year. Mr. Gerbert stated our current contract is up on June 30<sup>th</sup>. We can put this on the calendar for this committee to recommend a vendor when the time comes as this will need board approval.

Ms. Zukowski asked if it would make sense to bring all the HVAC services together for one single bid and would that make a difference.

Mr. Gerbert stated we use Trane for the other schools and they have a cooperative purchasing program. Mr. Gerbert stated he wants to keep the bid with just the two schools; Newtown High School and Reed as the high school has 50 units and Reed is complex.

Mrs. Larkin asked what do we currently pay.

Mr. Gerbert stated the high school collectively is \$150K which is the biggest.

Ms. Zukowski asked what happens whenever a plan gets put in year 1. She said it might be we put out the concept that we are going to be re-visiting our maintenance plan, level fund it and next year we can think ahead so that year 1 does not change other than emergencies. She further said would it make sense then to have a CFF meeting to invite a delegate from the LC to get ahead of the budget and to see if we can make a level funding plan?

Mr. Gerbert stated he would be open to it. He stated in October he meets with school principals on priorities that they have. Priorities shift what is on the plan.

Ms. Zukowski stated we can finesse it more and differentiate our ongoing plan with needs for better communication.

Mrs. Larkin asked about any projects over the spring break.



Mr. Gerbert stated we have flooring at Reed, and island repair at the High School. He said the gym floor at HOM will be done over the summer.

### **Hawley HVAC Update**

Mr. Gerbert stated the big update is we have a project now. Public Bldg. & Site Committee had a meeting with the Board of Selectman. They discussed and got a final GMP guarantee maximum price from Downes which is \$7.9M. To get to this number we had to sacrifice the 1997 wing scope of work. He said there are 6 units existing in that part of the building which will remain in place and not be touched. There is an additional new unit that would go on the 97 upper roof and that is still in the project. He stated there is one room in the corner in the science room that will not have a/c. We can do something temporarily for that space. He said there are some contingencies built into the budget and once we get past some areas we may have some additional money which we can use to do those units.

Ms. Zukowski asked about the science room and getting a/c in there. Mr. Gerbert stated there is some duct work there where we can pick up that room.

Mrs. Larkin stated the narrative is that Hawley will be air conditioned. Mr. Gerbert stated yes.

Mrs. Larkin asked if they were expected to start on time. Mr. Gerbert stated yes and we are looking at the middle of June. He did say we have had some delays.

Dr. Rodrigue stated we have time.

Mrs. Larkin asked if we know of any of the supply chain issues that are affecting us globally which are impacting us.

Mr. Gerbert said there is alot of long lead stuff but he is comfortable because we have the full year.

Dr. Rodrigue stated the beauty is we have the following summer or part of it as well before Hawley opens in the fall of 23.

Ms. Zukowski asked about this committee fitting in and being helpful and doing walk-thrus.

Mr. Gerbert stated there will be opportunities to do walk-thrus.

Ms. Zukowski said it might be good to do monthly read-outs at Board meetings.

Mr. Gerbert stated that would happen anyways at Public Bldg. & Site meetings.

Mr. Gerbert stated he could do the reports and would coordinate when that would happen.

**Public Participation:** none

**Adjournment:** Mr. Ramsey made a motion to adjourn meeting. Ms. Zukowski seconds the motion. All in favor. The meeting was adjourned at 7:00 p.m.

Respectfully Submitted,  
Joanne Morris

THESE ARE DRAFT MINUTES AND ARE SUBJECT TO THE APPROVAL OF THE BOE  
CFF/CIP SUB COMMITTEE

Waste Hauling & Recycling Bid  
Bid Opening: May 5, 2022 - 2:00PM

Associated Refuse Haulers

Year 1: \$107,580.00

Year 2: \$110,808.00

Year 3: \$114,132.00

Recommend awarding contract to Associated Refuse Haulers for a period of three years.  
Vendor currently provides our waste and recycling services. Vendor is registered with the Town of Newtown and HRRA as a waste hauler.

HVAC Service at Newtown High & Reed Intermediate

Bid Opening: May 5, 2022 - 2:00PM

	Newtown High School		
	Yr 1	Yr 2	Yr 3
<b>Eastern Mechanical Services, Inc.</b>	<b>\$81,500.00</b>	<b>\$83,900.00</b>	<b>\$86,500.00</b>
Blizzard Mechanical, LLC	\$175,000.00	\$183,750.00	\$141,000.00
Harry Grodsky & Co, Inc.	\$105,400.00	\$180,562.00	\$111,818.86

	Reed Intermediate		
	Yr 1	Yr 2	Yr 3
<b>Eastern Mechanical Services, Inc.</b>	<b>\$61,250.00</b>	<b>\$63,100.00</b>	<b>\$65,000.00</b>
Blizzard Mechanical, LLC	\$128,000.00	\$134,400.00	\$141,000.00
Harry Grodsky & Co, Inc.	\$62,560.00	\$64,437.00	\$66,370.00

	Hourly Labor	Materials Markup
Eastern Mechanical Services, Inc.	135	10%
Blizzard Mechanical, LLC	115	25%
Harry Grodsky & Co, Inc.	125	30%

Low bidder is Eastern Mechanical Services, Inc. Recommend awarding HVAC service contract to vendor for Year 1 with option to renew for Year 2 & 3. All bidders attended in-person walkthrough to visit both locations on April 11, 2022. Service will start July 1, 2022.



*A Practical Energy Management Solution*

# **Newtown BOE - High School - Exterior**

12 Berkshire Rd  
Sandy Hook, CT 06482

**4/20/2022**

**Presented By:**  
Kevin Siebrecht  
(203) 770-8882

## Initial Proposal

Customer is presented economics based on E.C. scope

## Measure Verification

P.M. verifies audit before utility submission

## Utility Submission

P.D. submits data to utility. Often requires utility pre- inspection

## Order Material

P.M. will schedule install with customer when E.T.A. is known

## Install Project

P.M. will oversee licensed contractors through installation

## Final Utility Paperwork

P.D. submits final data to utility. Often requires a post-inspection

## Contacts Going Forward

Energy Consultant (E.C.):	Kevin Siebrecht	(203) 770-8882 ksiebrecht@greenleafenergy.com
Project Developer (P.D.):	Nick Francis	(475) 675-5974 nfrancis@greenleafenergy.com
Program Manager:	Michael Mastriano	(475) 655-7285 mmastriano@greenleafenergy.com
Project Manager (P.M.):	Lou Mastriano	(475) 234-9676 lmastriano@greenleafenergy.com

# Retrofit Overview

Your facility will not only benefit from a large reduction in operating costs, but its appearance will improve. The new equipment will increase the color-rendering index of your current lighting system. This will make colors more vivid and true.

Weekly Operating Hours: Various

Cost of Electricity \$ 0.15

Pre Fixture	Qty	Watts	Post Fixture	Qty	Watts	kWh Savings	\$ Savings
26w PL H	6	56	LIT WPX1 P1 11w SLIM Wal	6	11	1,179	\$ 221.67
100w Induction	1	100	LIT WPX1 P1 11w SLIM Wal	1	11	389	\$ 62.43
100w Induction	3	100	LIT WPX1 P2 24w SLIM Wal	3	24	996	\$ 161.73
100w Induction	4	100	LIT WPX2 47w SLIM Wallpac	4	47	926	\$ 155.36
42w PL V	5	48	G.C. 9w OMNI BYP (Single L	5	9	852	\$ 146.42
300w Induction	1	315	LIT RAD 123w spider w/contr	1	98.4	1,049	\$ 161.50
300w Induction	1	315	RSX1 P4 133w w/ Controls	1	106.4	1,023	\$ 157.52
100w Induction	4	100	LIT WPX1 P2 24w SLIM Wal	4	24	1,328	\$ 215.64
100w Induction	1	100	LIT WPX2 47w SLIM Wallpac	1	47	232	\$ 38.84
100w Induction	6	100	RSX1 P1 51w w/ Controls	6	40.8	1,808	\$ 295.91
25w LED Wallpack	1	25	LIT WPX1 P2 24w SLIM Wal	1	24	4	\$ 0.66
300w Induction	5	315	LIT RAD 123w spider w/contr	5	98.4	5,246	\$ 807.52
300w Induction	3	315	RSX1 P4 133w w/ Controls	3	106.4	3,068	\$ 472.56
100w Induction	2	100	RSX1 P1 51w w/ Controls	2	40.8	603	\$ 98.64
100w MH	9	120	SYL RT8 23w	9	23	3,813	\$ 620.91
300w Induction	3	315	LIT RAD 123w spider w/contr	3	98.4	3,148	\$ 484.51
300w Induction	1	315	RSX1 P4 133w w/ Controls	1	106.4	1,023	\$ 157.52
300w Induction	1	315	RSX2 P3 147w w/controls	1	117.6	986	\$ 151.94
100w Induction	5	100	LIT WPX1 P2 24w SLIM Wal	5	24	1,660	\$ 269.55
100w Induction	19	100	RSX1 P1 51w w/ Controls	19	40.8	5,726	\$ 937.05
12w LED Down Light	18	12	No Change	18	12	0	\$ -
250w Induction	2	250	LIT RSXF2 187w FLOOD w/e	2	149.6	1,191	\$ 186.84
26w PL H	2	56	LIT WPX1 P1 11w SLIM Wal	2	11	393	\$ 73.89
300w Induction	7	315	RSX1 P4 133w w/ Controls	7	106.4	7,159	\$ 1,102.64
100w Induction	2	100	LIT WPX2 47w SLIM Wallpac	2	47	463	\$ 77.68
26w PL H	2	56	LIT WPX1 P1 11w SLIM Wal	2	11	393	\$ 73.89
26w PL H	3	56	SYL RT8 23w EMR	3	23	432	\$ 87.25
300w Induction	5	315	LIT RAD 123w spider w/contr	5	98.4	5,246	\$ 807.52
300w Induction	4	315	RSX1 P4 133w w/ Controls	4	106.4	4,091	\$ 630.08
100w Induction	2	100	LIT WPX1 P1 11w SLIM Wal	2	11	778	\$ 124.85
100w Induction	1	100	LIT WPX1 P2 24w SLIM Wal	1	24	332	\$ 53.91
100w Induction	2	100	RSX1 P1 51w w/ Controls	2	40.8	603	\$ 98.64
42w PL V	9	48	G.C. 9w OMNI BYP (Single L	9	9	1,533	\$ 263.55
300w Induction	7	315	LIT RAD 123w spider w/contr	7	98.4	7,345	\$ 1,130.53
300w Induction	4	315	RSX1 P4 133w w/ Controls	4	106.4	4,091	\$ 630.08

# Newtown BOE - High School - Exterior - Executive Summary

Greenleaf Energy Solutions is pleased to present this proposal for a new energy efficient lighting system. The turnkey package that we are presenting, includes all materials and labor required to complete the lighting retrofit project.

In addition, Greenleaf Energy Solutions will handle all administration and documentation to secure state and utility funding as well as project financing\* if applicable.

## Project Goals:

- ◆ Reduce Operating Costs
- ◆ Improve the Quality of Light
- ◆ Lower Maintenance Costs

## Net Investment:

◆ Project Cost:	\$ 118,718.18	
◆ GES Discount	\$ 5,400.00	
◆ Utility Incentive	\$ 30,025.04	Est.
◆ <b>Net Cost</b>	<b>\$ 83,293.13</b>	

## Net Results:

◆ Annual Energy Savings:	\$ 10,366.09
◆ Annual Maintenance Savings:	\$ 2,158.97
◆ Total Annual Savings:	\$ 12,525.06
◆ Est. Annual Energy Savings (kWh):	69,107

## Payment Terms:\*

◆ 60% Due Upon Signing:	\$ 49,975.88
◆ Balance Due Upon Completion	

## Cash Benefit:

◆ Positive cash flow over 10 years:	\$ 41,957.44
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Signature of Acceptance

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Title

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Date

- ◆ A purchase order is required
- ◆ Projections based on customer provided information
- ◆ The rebate reflected in the proposal, is only an estimate
- ◆ Scope of Work is the sole property of GES and is not to be copied
- ◆ Detailed room schedules and specifications will be provided upon signature
- ◆ This Proposal is valid for 90 days

## Environmental Impact

# Energy Eco-Estimator

## Environmental Impact of Lighting Upgrade

Changing your lights can benefit the environment!

Installation of energy efficient measures identified for this project will save an estimated

**1,036,609** kWh over the fifteen year life of the measures.

The environmental benefits from this project are:

**1,596,377** Pounds of Carbon Dioxide (CO<sub>2</sub>) emissions avoided

**3,110** Pounds of Nitrogen Oxides (NO<sub>x</sub>) emissions avoided

**6,220** Pounds of Sulfur Dioxide (SO<sub>2</sub>) emissions avoided

By reducing greenhouse gas emissions and other harmful environmental pollutants, this project will reduce air pollution and improve air quality.

This is equivalent to:

**774,940** Pounds of coal not burned

**198** Acres of forestation (trees) added

**139** Cars removed from road

**87** Homes provided with electricity

Environmental Impact calculations are estimates based on the 2007 Energy Star Campaign Facts and Assumptions Sheet & EPA Clean Energy Calculations & References Guide.



## Warranty

Upon completion of the job, all of the products, as well as all Greenleaf Energy Solutions workmanship, are fully warranted according to the following schedule.

<b>Installed Materials:</b>	Manufacturer's warranty for up to <u>five years</u> *
<b>Workmanship:</b>	Greenleaf Energy Solutions warranty for up to <u>five years</u> *

\* Failed original equipment must be returned to Greenleaf Energy Solutions to fulfill the requirements of the manufacturer. Exceptions to this warranty include screw-in and plug-in LED lamps when the manufacturers do not provide a 5-year warranty for the product.

## Disposal

Greenleaf Energy Solutions will handle the recycling of your existing lamps and the disposal of non-hazardous waste at no additional cost.

## Additional Notes

The information provided in this proposal is based on an audit of your facility performed by Greenleaf Energy Solutions.

Although the audit is as accurate as possible, it is often difficult to access every room or the inside of every lighting fixture. This occasionally leads to minor variances from this proposal. Costs related to variances in the fixture count will be adjusted at the same unit price quoted in this proposal. Energy Savings will be adjusted accordingly. You will be notified of these variances for approval of all additional costs.

Estimates of the hours of operation used to calculate savings are provided to Greenleaf Energy Solutions by representatives of your facility. All existing fixtures are assumed to be functioning and have an operating voltage between 110 and 277 volts. Changes in processes, operations, equipment or operating hours may impact the savings estimate, which Greenleaf Energy does not guarantee.

## Summary

We look forward to working with you and furnishing you with a professionally installed energy efficient lighting system. Your new lighting system will be reliable and cost effective, and is designed to meet your current and future requirements.

Sincerely,

Kevin Siebrecht  
Energy Consultant

# Letter of Authorization

April 20, 2022

Eversource Energy  
Energy Efficiency  
P.O. Box 270  
Hartford, CT 06141-0270

RE: **Newtown BOE - High School - Exterior**

Dear Representative:

I am working on an energy efficiency project with Greenleaf Energy Solutions (GES). GES will submit data to secure a Letter of Agreement (LOA) on our behalf. Please include GES on any and all communication regarding the data or approval process for the LOA. Please also share the Letter of Authorization with GES when it has been generated.

Initials

\_\_\_ I authorize Eversource Energy to share my billing and usage history with GES.

\_\_\_ I authorize Eversource Energy to share any project relevant data with GES.

\_\_\_ I intend for the incentive check to be made payable to the contractor, Greenleaf Energy Solutions LLC.

Sincerely,

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Signature, Title

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Company

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Printed Name, Telephone #