

Quote/Bid Proposal for

***Installment Purchase Contract (Lease) Financing for
“Energy Performance Contract”***

Fiscal Advisors & Marketing, Inc. at the request of:
Monticello Central School District, Sullivan County, New York

1. Requests for written or fax bids for providing Installment Purchase Contract (Lease) Financing are due no later than June 29, 2010 at 11:00 am EST at the office of:

Fiscal Advisors & Marketing, Inc.
Corporate Headquarters
120 Walton Street – Suite 600
Syracuse, New York 13202
Attn: Keith Korycinski
(For financing questions call 315-752-0051 Ext. 342)

Fax Bid Number: (315) 752-0057

2. The installment purchase contract principal amount will be approximately **\$4,153,790**.
3. The lease financing will be used to fund the upgrade, replacement, purchase and installation of energy management equipment and management and control systems. Please see scope of work to each of the District buildings attached to this Proposal.
4. The interest rate quoted will remain constant throughout lease term and will include any and all fees or expenses associated with this financing.
5. It is intended that the interest component of the rental payment will be tax exempt pursuant to Section 103 of the Internal Revenue Code of 1986, as amended. It is assumed that this debt is **deemed bank qualified**.
6. All bids shall remain in effect for 30 days from the day quotes are due. It is anticipated that funds will need to be available on or about July 8, 2010 and that 80% or more of the funds will be paid within 60 to 90 days of initial disbursement and the remainder within 6 to 9 months. All quotes should be based upon this estimated time line.
7. Each bid should be accompanied by a repayment schedule listing principal, interest and total annual payments. Upon verbal or written notification of successful bid award, the successful bidder *shall be required to overnight deliver the leasing documents to both the Fiscal Advisors & Marketing, Inc. (address listed above) and counsel at:*

Orrick, Herrington & Sutcliffe LLP
51 West 52nd Street, 15th Floor
New York, New York 10019
Attn: Douglas E. Goodfriend, Esq.
Tel: (212) 506-5211 Fax: (212) 506-5151

8. Prepayment penalties proposed by Bidders will be reviewed by the District and may be considered in determining the winning Bid most favorable to the District.

9. The current Moody’s bond rating of the Monticello Central School District is “A1”. The current Standard & Poor’s bond rating of Monticello Central School District is “AA-”. The School District is in compliance with Continuing Disclosure requirements related to 15c2-12.
10. Among other factors, the low bid/quote will be determined by the lowest amount indicated for a total of payments with the requirement that the quote will meet all other conditions listed herein.
11. Prior to complete delivery of equipment, it will be necessary to make partial payment to vendor(s). In this case, unexpended funds shall be held in an interest bearing escrow fund account established by the Lessor in the name of Monticello Central School District. Interest earnings will begin to accrue to the Monticello Central School District on the date of the deposit to the escrow fund. All interest earnings shall be applied to reduce the last scheduled payment(s) at the end of the financing term. Any unexpended funds after payment to all vendors shall be recalculated to reduce remaining payment amounts equally unless otherwise authorized by the Monticello Central School District.
12. The installment purchase contract financing will be in the amount of **\$4,153,790** with first payment due and payable on January 8, 2012. The remaining balance of payments will become due annually on January 8 thereafter as follows:

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
2012	\$ 98,790	2017	\$ 250,000	2022	\$ 320,000
2013	205,000	2018	265,000	2023	340,000
2014	215,000	2019	280,000	2024	355,000
2015	230,000	2020	290,000	2025	370,000
2016	240,000	2021	305,000	2026	390,000

The District reserves the right to modify the above principal payments post sale, in any denominations as deemed necessary in order to provide for substantially equal annual debt service in each fiscal year of the School District. Bidders may also change the maturity amounts as necessary in order to provide substantially equal debt service amounts for all years.

13. There shall be a \$1 (one dollar) buyout at lease expiration.
14. All manufacturers’ warranties shall be assigned by the Lessor to the Monticello Central School District.
15. The Lease shall be subject to cancellation by the Monticello Central School District annually and shall include the following paragraphs:

“This Agreement shall be deemed executory only to the extent of the monies appropriated and available for the purpose of the Agreement, and no liability on account therefor shall be incurred by the Monticello Central School District beyond the amount of such monies. This Agreement is not a general obligation of the Monticello Central School District. Neither the full faith and credit nor the taxing power of the Monticello Central School District are pledged to the payment of any amount due or to become due under this Agreement. It is understood that neither this Agreement nor any representation by any public employee or officer creates any legal or moral obligation to request, appropriate or make available monies for the purpose of the Agreement.”

“Pursuant to the Commissioner of Education’s Regulation 170.3 (f) (7), as a result of the withdrawal of requests for the service program which make use of the equipment under this contract, the Monticello Central School District may elect to cancel this contract effective as of July 1 during any year throughout the term of this contract.”

16. The sole security shall be the equipment or machinery. In the event insufficient funds are appropriated to pay this obligation, this equipment may be sold on behalf of the Lessor entitled to receive such payments, provided that any excess proceeds from such a sale shall be paid to the Monticello Central School District after deduction of obligations, taxes or other expenses of the Lessor.
17. Payments by the Lessor shall be made only at the written direction of the Lessee and may likely require multiple payments. Payments may be required by either check or electronic wiring depending on equipment vendor requirements. All associated costs for these services must be included in the quote.
18. The installment purchase contract financing will be for upgrade, replacement, purchase and installation of energy management equipment and management and control systems. A listing of proposed equipment and upgrades has been provided with this quote. Please attach a payment amortization schedule with your quote. This lease proposal is subject to approval of the New York State Education Department.
19. Proposals will be evaluated based on total cost, ability to perform, requirements of the Lessor, experience, and on any other terms or conditions stipulated in each proposal.
20. By submitting a bid/quote, each potential Lessor is agreeing to abide by all provisions of this quote (items 1-18). No terms or conditions of the Lessor may be imposed on the Monticello Central School District that supersede or contradict this proposal.
21. The Monticello Central School District reserves the right to reject any or all bids/quotes, to waive any or all informalities, and to award based upon the best interests of the Monticello Central School District. The attached Proposal Form must be completed and included with each quote.

Quote Proposal Form:
Installment Purchase Contract (Lease) Financing for
“Energy Performance Contract”
(Monticello Central School District)

Fiscal Advisors & Marketing, Inc.
Corporate Headquarters
120 Walton Street – Suite 600
Syracuse, New York 13202
Attn: Keith Korycinski
(Call with questions: 315-752-0051)

Fax Quote Number: (315) 752-0057

Lessor/Agent: _____

Address: _____

Phone No. _____ Fax No. _____

E-mail address: _____

Contact Person: _____

Title: _____

Annual Interest Rate: _____

Payment Amounts Years 1-15 _____

Total of Payments: _____

Cost for each Additional \$1,000 _____

Signature: _____ Date: _____

Note: Please attach a payment schedule with your quote.

Upon verbal or written notification of successful bid award, the successful bidder shall be required to overnight deliver the leasing documents to both the Fiscal Advisors & Marketing, Inc. and Counsel at:

FA Fiscal Advisors & Marketing, Inc.
Corporate Headquarters
120 Walton Street • Suite 600
Syracuse, New York 13202
Attn: Keith Korycinski
Tel: 315.752.0051, Ext. 342 Fax: 315.752.0057
Email Address: kkorycinski@fiscaladvisors.com

Orrick, Herrington & Sutcliffe LLP
51 West 52nd Street, 15th Floor
New York, New York 10019
Attn: Douglas E. Goodfriend, Esq.
Tel: (212) 506-5211 Fax: (212) 506-5151

Scope of Proposed Project
George L. Cooke Elementary School
59-14-01-06-0-005-011
Scope of Work

The work to be included in this project is as follows:

Lighting

- Standardize the unique combination of lamps, ballasts and fixtures
- Upgrade all lighting to latest technology for each specific location
- 28 watt T-8 lamps will become the District standard for 4' fixtures
- All non LED Exit Signs will be upgraded to a new fixture
- New T-8 "High Bay fixtures will be installed in gymnasiums

Lighting Controls

- Wall and ceiling mount sensors will be installed according to space use
- Gymnasium fixtures will also receive sensors to turn off when not in use
- Automatic switching is already in place in many locations
- Dual technology will be employed in motion sensitive areas

Building Management System

- An "open protocol" web based building control system will be installed
- One hundred three (103) points of control will be installed and integrated into new district system
- The existing pneumatic system will be upgraded and incorporated
- All stand alone electronic controls will be incorporated

Boiler Plant Improvements

- The existing SteamPak Boilers at the Rutherford Elementary School have reached the end of their service.
- Two new Burnham V1111 boilers will be installed with Powerflame burners
- The new boilers will be controlled by the new building management system
- All demolition and removal of the old boilers is included
- Allowance provided for known ACM in the boiler room

Domestic Hot Water Heaters

- The existing two domestic hot water heaters were installed in the early 1990's
- The replacements will be propane fired, high efficiency, AO Smith units with a 190,000 btu/hr rating
- Existing units will be demolished and removed
- The units will be connected and fully commissioned

Vending Machine Controls

- All soda and drink vending machines (excluding perishable products) plus snack vending machines consume energy to cool and illuminate the product stored regardless of occupancy.
- Vending machine controls sense activity around the machines and turn off the compressors and lights when the area is vacant.
- The quality of the product is not compromised at all

Personal Computer Load Management System

- A District server can sense when attached computers and monitors are active
- When inactivity is in excess of that allowed, the units are turned off to conserve energy
- Pre determines times of use can also be established
- Overrides can be established for after-hour processing

Pipe Insulation

- Fifty two (52) ft of pipe insulation will be installed on hot water and domestic hot water piping in the mechanical rooms

Scope of Proposed Project
Emma C. Chase Elementary School
59-14-01-06-0-001-012
Scope of Work

The work to be included in this project is as follows:

Lighting

- Standardize the unique combination of lamps, ballasts and fixtures
- Upgrade all lighting to latest technology for each specific location
- 28 watt T-8 lamps will become the District standard for 4' fixtures
- All non LED Exit Signs will be upgraded to a new fixture
- New T-8 "High Bay fixtures will be installed in gymnasiums

Lighting Controls

- Wall and ceiling mount sensors will be installed according to space use
- Gymnasium fixtures will also receive sensors to turn off when not in use
- Automatic switching is already in place in many locations
- Dual technology will be employed in motion sensitive areas

Building Management System

- An "open protocol" web based building control system will be installed
- Seventy one (71) points of control will be installed and integrated into the system
- The existing pneumatic system will be upgraded and incorporated
- All stand alone electronic controls will be incorporated

Domestic Hot Water Heaters

- The existing two domestic hot water heaters were installed in the early 1990's
- The replacements will be propane fired, high efficiency, AO Smith units with a 190,000 btu/hr rating
- Existing units will be demolished and removed
- The units will be connected and fully commissioned

Vending Machine Controls

- All soda and drink vending machines (excluding perishable products) plus snack vending machines consume energy to cool and illuminate the product stored regardless of occupancy.
- Vending machine controls sense activity around the machines and turn off the compressors and lights when the area is vacant.
- The quality of the product is not compromised at all

Personal Computer Load Management System

- A District server can sense when attached computers and monitors are active
- When inactivity is in excess of that allowed, the units are turned off to conserve energy
- Pre determines times of use can also be established
- Overrides can be established for after-hour processing

Pipe Insulation

- One hundred one (101) ft of pipe insulation will be installed on hot water and domestic hot water piping in the mechanical rooms

Scope of Proposed Project
Cornelius Duggan Elementary School
59-14-01-06-0-004-013
Scope of Work

The work to be included in this project is as follows:

Lighting

- Standardize the 100 unique combination of lamps, ballasts and fixtures
- Upgrade all lighting to latest technology for each specific location
- 28 watt T-8 lamps will become the District standard for 4' fixtures
- All non LED Exit Signs will be upgraded to a new fixture
- New T-8 "High Bay fixtures will be installed in gymnasiums

Lighting Controls

- Wall and ceiling mount sensors will be installed according to space use
- Gymnasium fixtures will also receive sensors to turn off when not in use
- Automatic switching is already in place in many locations
- Dual technology will be employed in motion sensitive areas

Building Management System

- An "open protocol" web based building control system will be installed
- Eighty nine (89) points of control will be installed and integrated into the district system
- The existing pneumatic system will be upgraded and incorporated
- All stand alone electronic controls will be incorporated

Boiler Plant Improvements

- The building heating system was originally steam that was converted to hot water
- Hot water system was originally designed to be primary/secondary system
- No mixing valves were installed
- New mixing valves, piping and insulation will be installed

Vending Machine Controls

- All soda and drink vending machines (excluding perishable products) plus snack vending machines consume energy to cool and illuminate the product stored regardless of occupancy
- Vending machine controls sense activity around the machines and turn off the compressors and lights when the area is vacant.
- The quality of the product is not compromised at all

Personal Computer Load Management System

- A District server can sense when attached computers and monitors are active
- When inactivity is in excess of that allowed, the units are turned off to conserve energy
- Pre determines times of use can also be established
- Overrides can be established for after-hour processing

Scope of Proposed Project
Kenneth L. Rutherford Elementary School
59-14-01-06-0-006-010
Scope of Work

The work to be included in this project is as follows:

Lighting

- Standardize the unique combination of lamps, ballasts and fixtures
- Upgrade all lighting to latest technology for each specific location
- 28 watt T-8 lamps will become the District standard for 4' fixtures
- All non LED Exit Signs will be upgraded to a new fixture
- New T-8 "High Bay fixtures will be installed in gymnasiums

Lighting Controls

- Wall and ceiling mount sensors will be installed according to space use
- Gymnasium fixtures will also receive sensors to turn off when not in use
- Automatic switching is already in place in many locations
- Dual technology will be employed in motion sensitive areas

Building Management System

- An "open protocol" web based building control system will be installed
- One hundred ten (110) points of control will be installed and all points will be integrated into the new system
- The existing pneumatic system will be upgraded and incorporated
- All stand alone electronic controls will be incorporated

Boiler Replacement

- The existing SteamPak Boilers at the Rutherford Elementary School have reached the end of their service.
- Two (2) new Burnham V1111 boilers will be installed with Powerflame burners
- The new boilers will be controlled by the new building management system
- All demolition and removal of the old boilers is included
- Allowance provided for known ACM in the boiler room

Domestic Hot Water Heaters

- The existing two domestic hot water heaters were installed in the early 1990's
- The replacements will be propane fired, high efficiency, AO Smith units with a 190,000 btu/hr rating
- Existing units will be demolished and removed
- The units will be connected and fully commissioned

Exterior Doors

- Seventeen (17) exterior door units containing twenty one (21) doors will be replaced – District to select
- New Kawaneer, or similar, exterior door assemblies will be provided
- Full glass doors with standard panic at the main entrance and east wing entry
- Other doors where solid now will remain solid
- All doors will be of high energy efficiency construction

Vending Machine Controls

- All soda and drink vending machines (excluding perishable products) plus snack vending machines consume energy to cool and illuminate the product stored regardless of occupancy.
- Vending machine controls sense activity around the machines and turn off the compressors and lights when the area is vacant.
- The quality of the product is not compromised at all

Personal Computer Load Management System

- A District server can sense when attached computers and monitors are active
- When inactivity is in excess of that allowed, the units are turned off to conserve energy

**Scope of Proposed Project
Kenneth L. Rutherford Elementary School
59-14-01-06-0-006-010**

Scope of Work

- **Pre determines times of use can also be established**
- **Overrides can be established for after-hour processing**

Pipe Insulation

- **Fifty two (52) ft of pipe insulation will be installed on hot water and domestic hot water piping in the mechanical rooms**

Scope of Proposed Project
Monticello Junior/Senior High School
59-14-01-06-0-007-012
Scope of Work

The work to be included in this project is as follows:

Lighting

- Standardize the unique combination of lamps, ballasts and fixtures
- Upgrade all lighting to latest technology for each specific location
- 28 watt T-8 lamps will become the District standard for 4' fixtures
- All non LED Exit Signs will be upgraded to a new fixture
- New T-8 "High Bay fixtures will be installed in gymnasiums

Lighting Controls

- Wall and ceiling mount sensors will be installed according to space use
- Gymnasium fixtures will also receive sensors to turn off when not in use
- Automatic switching is already in place in many locations
- Dual technology will be employed in motion sensitive areas

Building Management System

- An "open protocol" web based building control system will be installed
- New points of control will be installed and all points will be integrated
- The existing pneumatic system will be upgraded and incorporated
- All stand alone electronic controls will be incorporated

Exterior Doors

- Twenty one (21) exterior door units containing twenty five (25) doors will be replaced
- New Kawaneer, or similar, exterior door assemblies will be provided
- Full glass doors with standard panic at the main entrance and east wing entry
- Other doors where solid now will remain solid
- All doors will be of high energy efficiency construction

Vending Machine Controls

- All soda and drink vending machines (excluding perishable products) plus snack vending machines consume energy to cool and illuminate the product stored regardless of occupancy
- Vending machine controls sense activity around the machines and turn off the compressors and lights when the area is vacant.
- The quality of the product is not compromised at all

Personal Computer Load Management System

- A District server can sense when attached computers and monitors are active
- When inactivity is in excess of that allowed, the units are turned off to conserve energy
- Pre determines times of use can also be established
- Overrides can be established for after-hour processing

Wind Turbine Generator

- A feasibility study found that the area south-southeast of the Rutherford School had average sustained wind of 11-12 mph, ideal for a small turbine.
- A turbine of this size would require a 125 ft tower
- 10,000 watts of electricity could be generated to power 120 volt loads
- NYSERDA has incentives to defray some of the costs

Pipe Insulation

- One hundred twenty (12) linear ft of pipe insulation will be installed on hot water and domestic hot water piping in the mechanical rooms

Unit Ventilator Replacement

- Thirty two (32) Nesbitt unit ventilators that are pneumatically controlled will be replaced
- New DDC units will be installed that match the existing units in size

Scope of Proposed Project
Administration Building
59-14-01-06-1-002-002
Scope of Work

The work to be included in this project is as follows:

Lighting

- Standardize the unique combination of lamps, ballasts and fixtures
- Upgrade all lighting to latest technology for each specific location
- 28 watt T-8 lamps will become the District standard for 4' fixtures
- All non LED Exit Signs will be upgraded to a new fixture
- New T-8 "High Bay fixtures will be installed in gymnasiums

Lighting Controls

- Wall and ceiling mount sensors will be installed according to space use
- Gymnasium fixtures will also receive sensors to turn off when not in use
- Automatic switching is already in place in many locations
- Dual technology will be employed in motion sensitive areas

Building Management System

- An "open protocol" web based building control system will be installed
- new points of control will be installed and integrated
- The existing pneumatic system will be upgraded and incorporated
- All stand alone electronic controls will be incorporated

Boiler Plant Improvements

- Demo and dispose of existing supply and return headers
- Disconnect all zone supply and return takeoffs
- Replace zone isolation valves
- Provide and supply all properly sized supply and return headers
- Provide and install properly sized hot water pump
- Replace all existing zone valves
- Provide startup and tuning of the system

Personal Computer Load Management System

- A District server can sense when attached computers and monitors are active
- When inactivity is in excess of that allowed, the units are turned off to conserve energy
- Pre determines times of use can also be established
- Overrides can be established for after-hour processing

Pipe Insulation

- One hundred fifty (150) ft of pipe insulation will be installed on hot water and domestic hot water piping in the mechanical rooms

Scope of Proposed Project
Bus Garage
59-14-01-06-5-010-008
Scope of Work

The work to be included in this project is as follows:

Lighting

- Standardize the unique combination of lamps, ballasts and fixtures
- Upgrade all lighting to latest technology for each specific location
- 28 watt T-8 lamps will become the District standard for 4' fixtures
- All non LED Exit Signs will be upgraded to a new fixture
- New T-8 "High Bay fixtures will be installed in gymnasiums

Lighting Controls

- Wall and ceiling mount sensors will be installed according to space use
- Gymnasium fixtures will also receive sensors to turn off when not in use
- Automatic switching is already in place in many locations
- Dual technology will be employed in motion sensitive areas

Building Management System

- An "open protocol" web based building control system will be installed
- new points of control will be installed and integrated
- The existing pneumatic system will be upgraded and incorporated
- All stand alone electronic controls will be incorporated

Vending Machine Controls

- All soda and drink vending machines (excluding perishable products) plus snack vending machines consume energy to cool and illuminate the product stored
- Vending machine controls sense activity around the machines and turn off the compressors and lights when the area is vacant.
- The quality of the product is not compromised at all

Personal Computer Load Management System

- A District server can sense when attached computers and monitors are active
- When inactivity is in excess of that allowed, the units are turned off to conserve energy
- Pre determines times of use can also be established
- Overrides can be established for after-hour processing

Bus heater Controls

- The district maintains sixty five (65) school buses
- Each bus has at least one plug heater used during the colder months to allow the buses to start
- The new system will allow for the heaters to turn on and off based on the temperature