


**Project Synopsis**

The Facility and Fleet Operations department issued a Request for Proposal for a guaranteed energy savings performance contract under Ohio Revised Code (ORC) 717.01 on March 1st, 2019. Proposals were due to the City on July 2nd, 2019. After careful review and consideration of the responses received to the request for proposals, the City, pursuant to Ordinance 43-20, entered into a contract with Leopardo Companies to prepare an energy conservation report and proposal.

Below is a summary of the energy conservation report findings that highlight the proposed economic benefits, discovery which led to the development of this comprehensive proposal, scope of work and next steps. We are confident this project delivers an economic benefit the City of Toledo and the constituents will be proud of:

**PROJECT ECONOMICS**

Annual Savings: **\$3,010,777**  
 Total Savings: **\$88,787,056**  
 (20-years)  
 Project Investment: **\$46,548,524**




**DISCOVERY**

555,053-SF of Facilities Surveyed  
 BTU Meters installed in 3 facilities  
 596 Utility Bills Analyzed  
 1,255 Vehicles Analyzed  
 2,355 Budget Line Items Reviewed  
 30,808 Invoices Reviewed




**SCOPE**

Fleet Fuel Conversion  
 Lighting Upgrades  
 Elevator Modernization  
 HVAC Upgrades  
 Backup Power Generation  
 Building Envelope Upgrades



**NEXT STEP**

Council Agenda Review  
 Frederick Douglass Tours  
 Committee Meeting  
 City Council Vote and Approval  
 Construction Takes Place  
 M&V / Training Begins



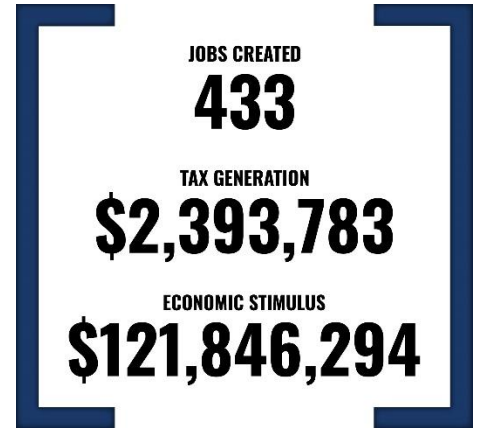
**Current Building Asset Infrastructure Condition**

The City of Toledo has a total of \$35,069,252 in building asset infrastructure that is past its useful life, creating a potential for catastrophic failures if it is not addressed. The last major facility investment by the City of Toledo dates to 1995 and 1996. The approach since then has been repair or replace as it fails. This approach has created the deferred maintenance backlog the City is currently challenged with.

**86% Mechanical Systems Are Past Their Useful Life**  
**75% Roofing Systems Are Past Their Useful Life**  
**63% Window / Door Systems Are Past Their Useful Life**  
**80% Elevator Systems Are Past Their Useful Life**  
**75% Generator Systems Are Past Their Useful Life**

**Local Partnership – Northwest Ohio Building and Construction Trades Council**

Leopardo understands the importance of participation with local contractors on construction projects ranging from constructing new buildings to existing building renovations. Leopardo completes over 400 projects every year, and we specialize in utilizing local talent for those projects. Leopardo has executed a project labor agreement (PLA) with the Northwest Ohio Building and Construction Trades Council to ensure all local labor will be utilized for the implementation of this project.



**Local Economic Impact**

The City of Toledo and Leopardo set a specific goal of the project to utilize as much local labor as possible. Leopardo executed a comprehensive qualification process to identify multiple contractors by utilizing the local trades. There are many benefits to utilizing localized labor. Local labor keeps project costs down by reducing travel and increasing construction efficiency. In many cases, local labor and contractors are already familiar with the City, are sometimes residents, and provide better service in the future. An important benefit to capture is the economic impact a construction project can have on the local economy. Studies have shown that three to four dollars are generated for every dollar spent on green infrastructure construction projects.



The table below shows the projected impact this project can have on the local economy:

<b>LOCAL ECONOMIC STIMULUS<sup>1</sup></b>	
<b>PROJECT VOLUME</b>	<b>\$46,548,524</b>
<b>PROJECTED JOBS CREATED (FTE) – MIN</b>	<b>433</b>
<b>PROJECTED LOCAL / STATE TAX GENERATED</b>	<b>\$2,393,783</b>
<b>PROJECTED ECONOMIC STIMULUS – MIN</b>	<b>\$121,846,294</b>

*1 - Economic impact figures based on third party studies by California State University and Cleveland State University*

**Guaranteed Fixed Pricing/Turn-Key – No Change Orders**

Leopardo undertakes the entire responsibility from design through completion and commissioning. Our guaranteed fixed pricing process ensures the City receives the same price at the end of the project that was agreed upon at the beginning of the project. Leopardo provides a no change order guarantee in which we commit no cost additions to the project unless the City adds scope. Leopardo assumes the financial, schedule, cost, savings and construction risk. Any changes and adjustments during the implementation of the project fall under the responsibility of Leopardo.

This turnkey procurement method, provides the City of Toledo a financial solution to upgrade seven (7) facilities, improve the community, and save money through guaranteed savings. With this procurement method the City will receive guaranteed results, pre-qualified trades, and no change orders, in addition to the services listed below.

<b><i>Included in This Turn-Key, Proposed Project</i></b>		<b><i>Facilities Included in Proposed Project</i></b>	
<input type="checkbox"/> Energy Engineering	<input type="checkbox"/> Insurance	<input type="checkbox"/> Municipal Court	<input type="checkbox"/> Frederick Douglass Comm. Ctr.
<input type="checkbox"/> Design Engineering	<input type="checkbox"/> Warranty	<input type="checkbox"/> Safety Building	<input type="checkbox"/> Transportation Building
<input type="checkbox"/> Project Management	<input type="checkbox"/> Legal	<input type="checkbox"/> Alarms Building	<input type="checkbox"/> Sewer and Drainage
<input type="checkbox"/> Measurement and Verification	<input type="checkbox"/> System commissioning	<input type="checkbox"/> Fire Station 1	
<input type="checkbox"/> Marketing / PR	<input type="checkbox"/> System Training		
<b><i>City-Wide Measures</i></b>			
<input type="checkbox"/> City Owned Street Lighting	<input type="checkbox"/> Alternative Fuel		

**Ohio Revised Code 717.02**

ORC 717.02 allows municipal corporations to make infrastructure improvements through a professional service. The City of Toledo utilized an RFP to competitively select a qualified company, ultimately selecting Leopardo. Since then, the City and Leopardo have worked together to identify the appropriate scope for the proposed project.

ORC 717.02 requires the amount of money spent on the energy conservation measures is not likely to exceed the amount of money saved through allowable savings from energy, operating, maintenance, and avoided capital costs over the average system life of the energy conservation measures. Leopardo is providing a savings guarantee along with measurement and verification services for savings tracking purposes.