

Members present:      John Hadley                      Michael Kittredge  
                                 Siobhan Bohannon              Kevin M. McCormick

Others present:          Leon Gaumond, David Eckhardt

The meeting was called to order at 6:09 p.m. by Mr. McCormick.

The Board of Selectmen met to hear the recommendation of the ESCO RFQ Review Committee. Committee Chairman Dave Eckhardt presented the following information:

The West Boylston ESCO Committee received the proposals from ABM and Trane and held two formal meetings at which we had a quorum and two informal meetings at which we failed to achieve a quorum. We reviewed the two proposals, concluded that both vendors meet the minimum criteria established by the Request for Proposals, established evaluation criteria (as contained in the RFP), and concluded that both vendors are well qualified to provide ESCO services as stated in the RFP.

On May 20, we interviewed both vendors in meetings that each lasted about 90 minutes each. Each vendor was asked to make a nominal 15 minute presentation about his company and then to answer a list of 20 questions prepared in advance by the committee. Committee members asked follow-up questions based on the presentation and answers to questions.

At the conclusion of these interviews and after a thorough discussion, we voted 5-0 to recommend ABM to the Board of Selectmen.

The two proposals clearly establish that both bidders: Are multi-billion dollar US Corporations, Have extensive experience doing this type of work in both Massachusetts and the US., Reference significant work of comparable scope to the work needed in West Boylston, Offer a long list of satisfied customers, Have a highly experienced and credentialed staff, Are able to work closely with clients, and Can meet a demanding schedule, which we may require. In the final analysis, either vendor should be able to do an excellent job for the Town of West Boylston.

Deciding factors:

1. ABM had a slightly better understanding of the Scope of Work and had contacted N-Star to confirm assumptions. (We think that ABM has a slightly higher probability of making boiler fuel conversions for the 2014-5 heating season.)
2. ABM would have fewer subcontractors on the job site. (Viewed as a plus.)
3. ABM has a larger MA staff doing this type of work. (Another plus)
4. ABM proposes to use digital, wired control systems to control school department HVAC Systems; Trane proposes to use digital, wireless control systems to control school department HVAC Systems. Our collective judgment is that the ABM approach is a better fit for the current maintenance culture at the schools. (Two committee members have Project Management experience.)

5. As an OEM, Trane would have a significant cost advantage if the project contained a significant amount of new HVAC equipment. At this time, we do not see a large amount of new HVAC equipment and this advantage is not significant to West Boylston.

With a different Scope of Work, our recommendation may have been different. Based on these factors, we voted 5-0 to recommend ABM. Should ABM fail to reach a contract agreement with the Town of West Boylston, Trane is a well qualified and acceptable alternate.

Mr. Pedone spoke to the issue of having the schools maintain one of the oil boilers as a backup. He said no firm decision has been made about the boilers at the schools. Mr. Reddish of ABM spoke to the issue of removing the oil tanks. He is prepared to remove the tanks if necessary as part of the project.

ABM would prepare the investment grade audit and make a recommendation to the Town that will guarantee savings to the Town of West Boylston. The first step will be to get a proposal from ABM. The following step will be to get the borrowing approved by the Town with a guaranteed savings.

Motion by Ms. Bohnson to accept the recommendation of the RFQ Review Committee. Seconded by Mr. Hadley. All in favor.

Motion by Mr. Kittredge to sign the IGA contract with ABM and to authorize the Chairman to sign on behalf of the Town of West Boylston. Seconded by Mr. Hadley. All in favor.

Mr. Hadley asked about the timeline. Mr. Reddish responded that the next big step will be to schedule a town meeting to authorize the borrowing. Mr. Gaumond assured the Selectmen that it will be on their next agenda to discuss. Mr. Gaumond also mentioned that it will be important to begin the public education to inform the public as to this project.

Mr. Gaumond personally thanked the members of the RFQ Review Committee for their hard work and especially recognized Mr. Eckhardt. Mr. Eckhardt offered his continued assistance to the town as a volunteer to serve as the Town's energy consultant throughout this project. The Selectmen expressed their gratitude. Mr. Pedone asked if ABM planned to be at the Town Meeting for the presentation, and Mr. Reddish responded yes.

There was no further business for the Selectmen to pursue; motion Mr. Hadley at 6:31 p.m. to adjourn, seconded by Ms. Bohnson, all in favor.

Respectfully submitted,

Approved: June 4, 2014

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Leon A. Gaumond, Jr., Town Administrator

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Kevin M. McCormick, Chairman

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Siobhan M. Bohnson, Selectman

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Michael J. Kittredge, Jr., Selectman

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John W. Hadley, Selectman