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## BOARD AGENDA ITEM

Information/Discussion \_\_\_\_\_

Future Action \_\_\_\_\_

Action   X  

Item: Fred Hayward Consultant Contract

Submitted by: Russell Bray

Date:   6/6/25  

Recommended by: Kevin Philipps <sup>4P</sup>

Board Meeting Date:   6/16/25  

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### RECOMMENDATION:

It is recommended that the Kent ISD board approve renewal of Building Automation Consultant Fred Hayward for the amount of \$37,440.00 for services from July 1, 2025 to June 30, 2026, with additional hours, as needed, billed at the rate per his proposal.

### BACKGROUND:

Fred was a long-time employee of Kent ISD and has continued to support the Facilities Department through development, monitoring, and teaching of the Building Automation System that runs the HVAC systems in all Kent ISD facilities since 2021. His work has allowed the Facilities Department to remain modernized and efficient without seeking a much more expensive industry partner.

Facilities Operations budget funds will be used to pay for these services.

Attached:

- Fred Hayward Proposal

# Building Automation System Coaching and Design



## Proposal for Kent ISD

June 2, 2025

Greetings,

As the 2026 fiscal year approaches, I continue to believe I am uniquely poised to be of great service to your organization. Please consider the following:

My historical knowledge of Kent ISD infrastructure has proven to be of good value to the facilities staff. This is indicated by the fact that I've been utilized to alert staff to the intricacies of various technical systems in addition to your Building Automation System. A perusal of the detailed invoices I've provided since September 2021 can attest to that.

I also am happy to continue my role as your first call for your BAS needs, which I believe saves Kent ISD money. This is not only because of the lower discounted rates I give only to you but also because of my historical knowledge of your buildings and their systems which I'm told has been quite valuable to your facilities staff.

All that being said, I intend absolutely no slight toward larger companies like Synergy, CSI, Knight Watch, GVA and other BAS contractors. I have continued to work closely with them and help them whenever needed. They have been extremely helpful to me as I've been assisting you and I hope that mutual respect can continue as long as I'm contracted by Kent ISD.

Thank you again for placing your trust in the BAS coaching and design guidance I can provide for your School District. I truly find it a pleasure to work with all of you!

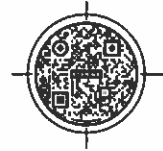
Respectfully submitted,

Coach Fred

Fred Hayward  
Building Automation System Coaching and Design (BASCAD)  
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c: 616-299-2848

# Building Automation System Coaching and Design

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## Proposal Details:

I propose to work an average of eight hours per week from July 1, 2025 through June 30, 2026. Work will be completed either onsite or remotely. Work to be completed during normal workweek, (Monday through Friday) and normal first shift hours, (7am to 5pm).

Work can include any or all of the following as it relates to your building automation system:

- Video Tutorials
- Coaching
- Training
- Tweaking system interfaces
- Troubleshooting
- Working with other BAS contractors
- Integration of BAS with FMX, Synergy and other critical Kent ISD software and hardware

Total Cost to Kent ISD for above:                      \$37,440.00

Additional hours of work during normal workweek and first shift will be billed at \$90.00/hr. This is a 10% discount that only Kent ISD receives.

Additional hours of work during normal workweek outside of first shift will be billed at \$135/hr.

Work on weekends or Holidays will be billed at \$180/hr.

Invoicing will occur the first of every month.

Approved by (print): \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_