

BID FORM

CONTRACTOR: Johnson Controls, Inc.  
(Company Name)

DATE: 9-17-15

PROJECT: Illinois Valley High School - Fire Alarm Replacement

TO: Three Rivers School District  
Lisa Cross, District Accountant  
8550 New Hope Road  
Murphy, Oregon 97533

The undersigned hereby submits this proposal, complete with all required bonds and security, to furnish all equipment, labor, and materials and to perform all work in connection with the above-referenced project for the Fire Alarm System Replacement as set out below, and certifies that this proposal is in strict accordance with the bid documents, plans, specifications, and any addenda issued thereto.

PART 1 - BID DECLARATION

1.1 BASE BID: As compensation for the above-mentioned service the undersigned Contractor agrees to accept the sum of:

Two Hundred and Sixty-six thousand and Ten Dollars  
Dollars (\$ 266,010.00 )

PART 2 - ALTERNATE/AMENDMENTS:

2.1 ALTERNATE PROPOSALS: The Following Alternate bids are included for the Owner's consideration and are not reflected in the Base Bid:

2.1.1 Alternate No. 1 description: BOND

Add/Deduct the sum of Seven Hundred and Ninety-eight Dollars  
Dollars (\$ 798.00 ).

2.2 ADDENDA: Addenda Nos. 4 is/are acknowledged and included in this Bid.

PART 3 - DECLARATION OF INTENT:

3.1 EXAMINATION OF THE SITE: By making this proposal the undersigned hereby declares that he/she has visited the site and has carefully examined the bid documents relating to the work covered by the above Bid as stated in Part 1.1.

3.2 THE CONTRACT: Upon receipt of notice of acceptance of this Bid, the undersigned will execute a formal Contract within ten (10) days.

3.3 TIME TO COMPLETION: If awarded the Contract, we or I, agree to complete the work on or before the expiration of Sixty Days ( 60 days ) calendar days from date of execution of the Contract.

3.4 CONTRACTOR'S INTENT OF SERVICE: The undersigned further declares that he will provide all necessary tools and apparatus; perform all the work, pay all associated fees, licenses and permits, and furnish all the materials not specifically designated in the Specifications to be furnished by others; and will do everything needed to carry out the work covered by this proposal in strict accordance with the contract documents and the requirements pertaining thereto for the sum or sums above set forth in Part I.

Respectfully submitted,

Johnson Controls, Inc.

(Fill in Company Name)

BY:

Gary Hoosan  
(Authorized Officer)

TITLE:

Branch General Manager

588 PARSONS Drive Suite B

(Business Address)

MEDFORD MA 02155

Seal, if Bidder  
is a Corporation

GARY HOOSAN

541-210-1370

(Telephone Number)

# Illinois Valley High School RFP

By Johnson Controls, Inc.

Duns # 962582573  
Large Business

Medford Oregon Office  
588 Parsons Drive, Suite B, Medford Oregon

Gary Hodson, Account Executive  
541-210-1370

[gary.g.hodson@jci.com](mailto:gary.g.hodson@jci.com)

Mark McLemore , Systems Team Leader  
541-210-0060

[mark.l.mclemore@jci.com](mailto:mark.l.mclemore@jci.com)

Portland Oregon Office  
4011 SE International Way, Suite 605, Milwaukie, OR 97222

Randy Humphreys, Branch Manager  
503-305-2006

[Randy.K.Humphreys@jci.com](mailto:Randy.K.Humphreys@jci.com)

**DATE:** 9-15-2015

**PREPARED FOR:** ILLINOIS VALLEY HIGH SCHOOL

**REGARDING:** ILLINOIS VALLEY HIGH SCHOOL FIRE

Johnson Controls, Inc. thanks you for the opportunity to present our proposal as a sub-contractor for the Fire Alarm System. We propose to furnish the materials and labor, perform engineering, programming and device verification, commissioning and testing.

<i>Investment Summary</i>	
Fire Alarm System	\$94,345.00
1 Rollup door and battery back up fire door for kitchen included	
14 Duct Detectors have been included	
We have included a backup Amplifier in case one fails during a emergency this one will take over with no lapse.	
Monitoring of fire panel \$250.00 per year	\$250.00
Electrical Contractor Precision Electric Install \$148,412.00 10% overhead 5% profit	\$171,415.00
	\$266,010.00

\*The attached Inventory hereby become as part of this proposal.

Clarifications:

1. This proposal is valid for 60 days from date received. Prices subject to change if not accepted within 60 days.
2. This proposal is based on normal working hours.
3. We have not allowed for the monitoring for this system.
4. We have allowed for only those devices as listed in the attached Inventory
5. Electrical contractor to wire devices in field. JCI to wire devices in panels.
6. We have many Audio evac systems installed and running for over 15 years and can gladly show you one installed.
7. Local presence and service from a company over 100 year old in Oregon.
8. Bond is \$3.00 per thousand and will be added to contract amount after AWARD. APPROX \$798.00

Value engineer Item because system is basically 100% coverage ask for a variance to not provide duct detectors Positives would be maintenance and system failures do to forest fires. Negative would be if fire starts in AHU IE motor you wouldn't know about it till air gets to smokes and parts of building with only heats the system wouldn't pick it up.?

Our goal is to be your partner through the process and allocate the necessary resources and coordinate with you to ensure that we are in compliance with all your needs, including schedule requirements.



We look forward to continuing our partnership

**Gary Hodson**

Account Executive

588 Parsons Way Suite B

Medford, OR 97501

Cell: 541-210-1370

Email: [gary.g.hodson@jci.com](mailto:gary.g.hodson@jci.com)

## Inventory

### Field Devices:

143	2951J	SMOKE DETECTOR HEAD,PHOTO
57	5951J	HEAT DETECTOR HEAD,FX TMP
19	B210LPBP	BASE,SMOKE DET,INTLG,10PK
1	BDA-70V	BACKUP AMP,DIGITAL AUDIO
3	BEAM1224	BEAM DETECTOR,SMOKE
5	DAX-3570	AMPLIFIER,DIGITAL AUDIO
14	DNR	DUCT DETECTOR,LOW FLOW
14	DST5	SAMPLING TUBE,5 FEET
251	E90-24MCC-FW	SPEAKER STROBE,RND,WHITE
19	FM980 DOOR HOLDER	MAGNETIC,FLOOR OR WALL
1	IPDACT-2	DIGITAL IP COMMUNICATOR
34	JBG-12LX	PULL STATION,DUAL AC,INTL
1	JCPU2-3030D	MAIN BOARD,CPU,IFC2-3030
1	JCPU2-640	MAIN BOARD,CPU,IFC2-640
16	M300MJ	MODULE,ADDRSBL,MONTOR,SNG
37	M300RJ	MODULE,ADDRSBL,CONTRL,DUL
10	M500XJ	MODULE,ISOLATOR,SLC LOOP
14	RTS151	REMOTE TEST STATION
27	SPSCWHK	SPEAKER STROBE,RND,WHITE

### Panel Devices:

2	BMP-1	BLANK MODULE,CABINET
1	BP-4	PANEL,BATTERY COVER PLATE
2	CHS-4	CHASSIS,CIRCUIT BOARD
1	CHS-4L	CHASSIS,CIRCUIT BOARD
1	CHS-M3	CHASSIS,MOUNTING,JCPU3030
3	DP-1B	DRESS PANEL,CAB-4(1TIER)
1	DP-DISP	DRESS PLATE,NCA-2
6	FCPS-24S8	POWER SUPPLY,8AMP W/SYNC
6	JDR-C4	DOOR,SBB-C4,WINDOW,BLACK
1	LEM-320	MODULE,LOOP CTRL EXP(SLC)
6	SBB-C4	BACKBOX,3 TIER,BLACK
1	VP-2B	DRESS PLATE,VENTED

### Other Devices:

5	BAT-12120-BP	BAT-12120-BP, BULK PACK
6	BAT-12180-BP	BAT-12180-BP, BULKPACK(2EA
1	BAT-12260-BP	BAT-12260-BP, BULK PACK
1	BP2-4	BP2-4, DRESS PANEL BATT
1	CA-2	CHASSIS, CAB-X4, 2 TIER, MIC
1	DPA-2B	DRESS PLATE, CA-2 CHASSIS
1	DVC-AO	ANALOG AUDIO BOARD, JDVC
1	DVC-KD	KEYPAD, ANNUNC CNTRL, JDVC
9	E90H-24MCCH-FW	SPKR STRB RND CEIL H WHT
15	ET70WP-2475-FW	Weatherproof
12	ET70WP-2475C-FW	Ceiling wet locations
15	IOB-W	Surface Back Box
1	JDVC-EM	VOICE COMMAND CENTER, WIRE
1	Misc parts	surge parts
1	Rollup doors an	Rollup doors and fireye
1	TELH-1	HANDSET, FIREMAN
1	User Item	
12	WFP-W	Mounting plate WP

**CUSTOMER APPROVAL:**

Total Price: \_\_\_\_\_

Customer Name: \_\_\_\_\_

Signature (\*) \_\_\_\_\_

Date: \_\_\_\_\_

\* By signing this proposal, you agree to purchase the bill of material as described in this proposal document, pursuant to the attached standard terms and conditions and for the Total Price documented on the above line.



# QUOTATION

## #15-6446

425 North Front Street  
Medford OR 97501  
(541)773-6279  
CCB#41126

TO: Johnson Control Systems, Inc.  
ATTN: Gary Hodson  
EMAIL: gary.g.hodson@jci.com

DATE: September 16, 2015  
PROJECT: Illinois Valley High FA  
LOCATION: Cave Junction, OR  
ADDENDA: Four (4) Noted

We are pleased to provide you with our quotation for the electrical items of work at the above project, per Johnson Controls Quote date September 15, 2015, as follows:

### INCLUSIONS:

- Install all Johnson Controls Fire Alarm Devices per their quote dated September 15, 2015 for the Illinois Valley High School.
- Precision Electric will provide and install all required Conduit, Boxes, and Wire.
- Johnson Controls will provide all Devices, wire the Devices in the Fire Alarm Panel, and program.
- Our quote includes the Trench and Conduit between the buildings where necessary.

OUR QUOTE:

\$ 148,412.00

### EXCLUSIONS:

- Permits, temporary power, painting, patching, concrete, concrete boring, drilling, boring, directional boring, trenching, backfill and/or utility charges, if any.

Prepared by

Travis Snyder

Approved by

Signature

Date

9/16/15  
Date

The party authorizing this proposal affirms they are the legal agent authorized to accept this proposal on behalf of client and affirms that client accepts responsibility for all collection and litigation costs related to this project. An invoice will be issued either upon completion or on a monthly basis, whichever comes first, with payment due within 30 days of the date of invoice.  
Late payments are subject to an assessment of 1.5% per month.

## Company Overview

Johnson Controls has provided customer solutions for the last 125 years. Over 100 years in Oregon. Johnson Controls is the global leader that brings ingenuity to the places where people live, work and travel. By integrating technologies, products and services, we create smart environments that redefine the relationships between people and their surroundings. Our team of 140,000 employees creates a more comfortable, safe and sustainable world through our products and services for more than 200 million vehicles, 12 million homes and one million commercial buildings. Our commitment to sustainability drives our environmental stewardship, good corporate citizenship in our workplaces and communities, and the products and services we provide to customers. For additional information, please visit [www.johnsoncontrols.com](http://www.johnsoncontrols.com).

### About Building Efficiency

With over 56,000 employees worldwide, the Johnson Controls Building Efficiency business takes buildings in 125 countries more comfortable, productive, safe and energy-efficient. Our products and services include HVAC&R equipment and control systems, industrial refrigeration, fire and security systems, and services for commercial, industrial and residential buildings. Our focus is to increase a building's energy efficiency and operational performance.

### Building Efficiency Offerings

- Integrated HVAC Systems
- Building Management Systems\*
- Technical Building Services
- Industrial and Commercial Refrigeration
- Energy Efficiency and Sustainable Solutions
- Global Work Place Solutions
- Security and Fire Safety
- Nurse Call

\* Johnson Controls has installed over 25,000 Metasys Building Management Systems worldwide.

### About Automotive Experience

Global leader in interior systems for light vehicles including passenger cars and light trucks. Systems supplied include seating, overhead, door, instrument panels, storage, and electronics.

### About Power Solutions

World's largest manufacturer of lead acid automotive batteries and developer of advanced battery chemistries. About 80 percent of batteries are sold through the automotive aftermarket and 20 percent are sold as original equipment.

### Bid Bonding

\$500,000,000 Aggregate

Rate \$3.00 per \$1,000 of contract amount.

\$100,000,000 Single Project



## Local Office Experience

The history of Johnson Controls in the Rogue Valley began in the 1950's when a local service mechanic was hired to service the area. By the early 1970's it had grown to two mechanics, one primarily for installation and the other focused on servicing existing customers. By the 1990's another installation mechanic was added and along with the technology changes from pneumatic controls to DDC, a DDC controls technician was added to the local workforce. Today the local office employs four service mechanics, a service DDC controls technician, two service and branch administrators, two fire/security technicians, a account executive, Oregon's service manager, and five systems personnel. These sixteen people all live and work in the local community and are available to provide quality support to our customers.

In 2001, JCI saw a need to better support the Bend, Madras, and LaPine area and added a mechanic. In the next following years we have added 2 more mechanics. This year we added a plumber and a engineer in the basin as a request from our customers. All 5 employees live and work here. Johnson Controls as a policy builds manpower year after year as shown by previous timeline data.

This local group along with our Medford Support has the capability to provide many different services to the local community and has completed all different types of projects from simple temperature controls installations to complex mechanical and energy retrofits. In addition to these more traditional types of projects, the office also has the ability to integrate multiple building systems, fire alarm, security, temperature controls, as well as many others into a single seat user interface. This level of staffing and services is not provided by any other company.

## Our Vision, Our Values

### Our Vision

A more comfortable, safe and sustainable world.

### Our Values

Integrity Honesty, fairness, respect, and safety are of the utmost importance.

### Customer Satisfaction

Our future depends on us helping to make our customers successful. We are proactive and easy to do business with. We offer expert knowledge and practical solutions, and we deliver on our promises.

### Employee Engagement

We foster a culture that promotes excellent performance, teamwork, inclusion, leadership and growth.



### Innovation

We believe there is always a better way. We encourage change and seek the opportunity it brings.

### Sustainability

Through our products, services, operations and community involvement, we promote the efficient use of resources to benefit all people and the world.



Medford and Bend  
Offices  
Systems and Service

Randy Humphries  
Branch Manager  
Oregon/Idaho  
Portland

Wally Howell  
District  
Manager  
Systems Medford

Lisa Jaska  
Customer Service  
Agent  
Systems Medford

Berrie Harris  
Customer Service  
Agent Assistant  
Systems Medford

John Fuhman  
Service Manager  
Systems Medford

Michael Steen  
Service Technician  
Systems Medford

Zach Leaze  
Service Mechanic  
Systems Medford

Mark Grantham  
Technician Team  
Lead  
Systems Medford

Michael Hernandez  
Service Mechanic  
Systems Medford

Dave Detrick  
Service Mechanic  
Systems Medford

## Illinois Valley Execution Team

Mark McLaughlin  
Medford Tech  
Lead  
Systems Medford

Greg Pearson  
Medford Team  
Account Manager  
Systems Medford

Scott Smith  
System Rep  
Fire/Security  
Medford

Tom Brooks  
System Tech  
Fire/Security  
Medford

Chad Gifford  
Systems  
Technician  
Systems Medford

Aaron Bradley  
System Designer  
Systems Medford

Scott Bode  
Lead Systems  
Specialist  
Systems Medford

Carole Diaz  
Systems  
Technician  
Systems Medford

Division 16  
Electrical  
Sub-contractors  
Systems Group

Division 15  
Mechanical  
Sub-contractors  
Systems Group

Jameson Koenig  
Service Mechanic  
Service Bend

Justin Geraghty  
Service Plumber  
Service Bend

Roy Ryberg  
Service Mechanic  
Service Bend

Tom Salmansk  
Service Mechanic  
Service Bend



## About

# Johnson Controls

Johnson Controls is a global diversified technology and industrial leader serving customers in more than 150 countries. Our 470,000 employees create quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles; and interior systems for automobiles. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Through our growth strategies and by increasing market share we are committed to delivering value to shareholders and making our customers successful.

[www.johnsoncontrols.com](http://www.johnsoncontrols.com)

## Johnson Controls Management



Chairman, President  
and Chief Executive Officer



Executive Vice President  
and Chief Financial Officer



Executive Vice President  
and Vice Chairman



Vice President  
and President,  
Power Solutions



Vice President  
and President,  
Building Efficiency



Vice President  
and President,  
Global Workplace  
Solutions



Vice President  
and President,  
Automotive Seating

## Our Vision

Creating a more comfortable, safe and sustainable world.

## Johnson Controls 2014 Global Sales by Business (in billions)

Automotive Experience:

**\$22.0**

Building Efficiency:

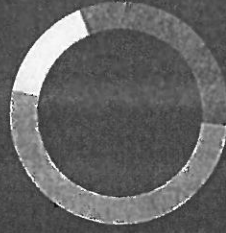
**\$14.2**

Power Solutions:

**\$6.6**

Total:

**\$42.8**



## Sales, Income and Earnings

	3 Months Ended December 31 2014	2013	12 Months Ended September 30 2014	2013
(in millions, except per share data)				
Net Sales	\$10,666	\$10,574	\$42,828	\$41,410
Segment Income	\$768	\$650	\$3,056	\$2,557
Diluted Earnings Per Share from Continuing Operations	\$0.79	\$0.66	\$3.18	\$2.55

\*Excludes transaction and integration costs

Banking reference: JPM Chase, Credit and Confirmation Group, Fax (817) 345-3794, Tel (817) 389-7201  
Visit: [www.johnsoncontrols.com](http://www.johnsoncontrols.com) Investors for current reports and filings







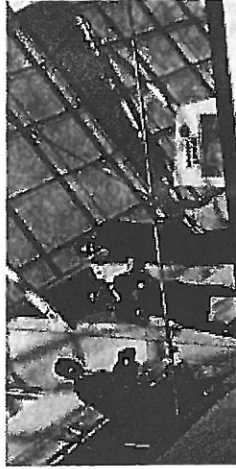
## Automotive Experience

- Global leader in automotive seating, overhead systems, floor consoles, door panels and instrument panels.
- Supports all major automakers in the differentiation of their vehicles through our products, technologies and advanced manufacturing capabilities.
- Global capabilities to supply more than 50 million cars per year.
- More than 240 plants worldwide.



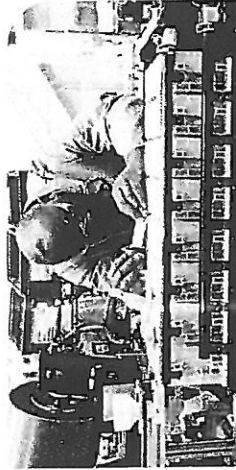
## Building Efficiency

- Leading provider of equipment, controls and services for heating, ventilating, air conditioning, refrigeration and security systems for buildings.
- Delivers products, services and solutions that increase energy efficiency and lower operating costs for more than one million customers.
- Nearly 700 branch offices in more than 150 countries.



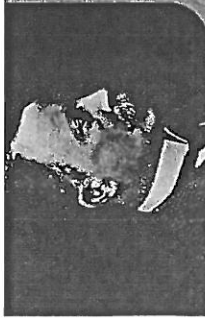
## Global WorkPlace Solutions

- Leading provider of facilities, corporate real estate and energy management.
- Creates business advantage for our customers through tailored solutions that optimize their real estate performance and employee productivity while reducing total occupancy costs.
- Manages real estate portfolios totaling more than 1.8 billion square feet—bigger than the area of Washington, D.C. or Paris.



## Power Solutions

- The global leader in lead-acid automotive batteries and advanced batteries for Start-Stop, hybrid and electric vehicles.
- Supplies more than one third of the world's lead-acid batteries to major automakers and aftermarket retailers.
- Lead acid batteries sold under customer brands as well as our own VARTA®, Heliar®, LTH® and Optima® brand names.
- 50 manufacturing, recycling and distribution centers worldwide.



Warren S. Johnson, Our Founder

In 1883, college professor Warren S. Johnson received a patent for the first electric room thermostat. This breakthrough invention led to the 1885 founding of the company that would eventually come to be known as Johnson Controls. What's more, it launched an entirely new industry focused on the energy efficiency of buildings. Johnson helped to run the company for the next 26 years, and his passion for invention continued throughout his life, resulting in 50 patents. Legendary 20th century journalist H.L. Mencken once wrote, "The man who devised the thermostat... in my private opinion, was a hero comparable to Shakespeare, Michelangelo or Beethoven."

## Awards and Recognition

- Fortune 500 Ranking—68
- Dow Jones Sustainability World Index
- No. 12 on *Corporate Responsibility* magazine's "100 Best Corporate Citizens" for 2014
- One of Ethical Edge Institute's "World's Most Ethical Companies"
- 2013 Corporation of the Year, Michigan Minority Supplier Development Council
- FTSE4Good Index Series
- China Top Employer, Corporate Research Foundation Institute
- No. 2 on *Fortune* magazine's Most Admired Companies, Motor Vehicle Parts

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Follow @johnsoncontrols  
on Twitter



# Building Efficiency Safety Policy

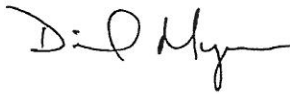
## OUR CORPORATE VISION: A MORE COMFORTABLE, SAFE AND SUSTAINABLE WORLD

In support of this vision, the management of Building Efficiency of Johnson Controls, Inc., is committed to providing a workplace for our employees in which recognized hazards are controlled or eliminated whenever possible.

The philosophy and objectives behind this commitment are:

- Safety is a core value critical to the success of the Systems and Service business.
- The business will maintain a culture that is in full support of the employee's well-being and the prevention of injuries.
- The only acceptable level of safety performance is one that prevents employee injury and accidents.
- Safety is a responsibility that will be shared equally and without exception by everyone within the organization.
- Supervision and management will be held accountable for the safety and health of the employees for whom they are responsible.
- The business will strive to continuously improve safety performance and to comply with all applicable regulatory and corporate requirements.

As a condition of employment, each individual within the organization will be expected to conduct their daily activities in a manner that is consistent with the philosophy and objectives in this policy.



David Myers  
President, Building Efficiency  
Johnson Controls, Inc.



**Johnson Controls, Inc.**  
**SAFETY AND HEALTH PROGRAM HIGHLIGHTS--SSA**

**Corporate/Controls Group Safety Objectives:**

The Johnson Controls' corporate vision states, "Our products, services and workplaces reflect our belief that what is good for the environment and the safety and health of all people is good for Johnson Controls." In support of this vision, the Controls Group and Systems and Services America (SSA) along with the Region management teams are strongly committed to providing a safe work environment for all employees. The philosophy and objectives behind this commitment are:

- The safety and health of all Controls Group employees and the environment is a top priority that is critical to the success of the Controls business.
- The only acceptable level of safety performance is one that prevents employee injury and accidents.
- Safety is the responsibility of every Controls employee, equal to customer satisfaction, quality, profitability, and efficiency.

As a condition of employment, each individual within the organization is expected to conduct their daily activities in a manner that is consistent with these objectives.

**Systems and Services North America Program:**

***Program Overview***

It is the goal of Johnson Controls to continuously improve safety performance, and to eventually eliminate work-related accidents and injuries. Because of the many hazards associated with our business, we recognize that the elimination of injuries may be difficult to achieve, but as an organization, we are strongly committed to taking the action required to attain this goal. To achieve this goal, constant safety awareness is promoted and maintained through all phases of field work, from planning to execution, with emphasis placed on following safety rules and the safe work practices defined in the SSA safety program. Johnson Controls has a comprehensive safety program that addresses injury prevention along with applicable US and Canadian safety requirements. Each Region maintains a written safety program. The information is also contained in the SSA Safety Program manual, Employee Safety handbook, Supervisor Safety Training handbook, and Subcontractor Safety handbook, which are updated and distributed to the Regions/employees accordingly. These materials are developed and produced by the Controls Group Safety & Health team in Milwaukee, WI. The materials are also available to field offices and employees through the Safety homepage on the employee portal--the Johnson Controls' intranet.

***Safety Communications:***

Formal safety plan communication is conducted at Safety Committee meetings held twice a year at each of our Regional locations. Attendees include the Regional Manager, Regional Service, Regional Installation, and Regional Sales Managers, along with the Regional and location Safety

Coordinators, and a member of our Controls Group Safety and Health team from Milwaukee. These regular meetings are a forum to deploy the latest Group safety program and training materials such as training programs, manuals, handbooks, and internally produced videos that provide each Region with a step-by-step process to implement and maintain their safety programs. Additionally, the most recent safety and injury trends are reviewed with the committee, along with the Region's standings on the business unit metric (see Measuring Safety Performance below).

### ***Safety Training:***

For injury prevention, it is critical that employees understand the hazards and potential hazards they could encounter when working on the job. The SSA Safety Training Program focuses on the identification of hazards specific to Johnson Controls work, and the safe work practices necessary to eliminate or control the hazardous conditions identified. As part of the annual or monthly training, employees are encouraged to discuss individual safety experiences on what has and hasn't worked from their perspective. To the extent that lessons learned play a role in accident prevention, employees can save their co-workers from potential injury by discussing these experiences along with their accidents or near-misses. Through training and discussion, the idea is to help employees develop a personal stake in the process of making a worksite safer.

Field supervisors receive safety training at a minimum of annually during a kick-off session held during the first quarter of the fiscal year. In addition to a review of relevant safety issues and Area office safety metrics, a train-the-trainer session is conducted for field supervision. In this session, the supervisor learns to conduct the annual safety training for their employees (down to the specific topics chosen for the year), along with the process and resources for conducting and documenting monthly toolbox training.

At a minimum, team leaders conduct toolbox safety training for their team on a monthly basis. A "Toolbox of the Month" topic is posted on the Advisor Safety homepage and is retrieved by the team leader to conduct the training. The "Toolbox of the Month" format is used as a means to convey recent Group/Area safety issues, injury information and other up-to-the minute safety topics. Each quarter, the supervisor completes a safety checklist in place of a toolbox session. This checklist is used to validate each employee's understanding of the safety training topics discussed earlier in the year. The checklist is on Advisor, in place of the Toolbox of the Month topic each quarter. The completed checklists are documented the same way as monthly toolbox training. Additional toolbox topics are also available on the Advisor and in handbook format. These topics are used by the supervisor to either supplement the Toolbox of the Month, or to provide training on an as needed basis based on the type of work being performed, the environment, and/or customer requirements.

### ***Return to Work Policy:***

Unfortunately, even the most diligent safety efforts don't always prevent accidents. To minimize the impact a work-related injury has on our employees and on our business, SSA Area offices are expected to actively manage their work-related injuries. As part of injury management, Return-to-Work programs have been implemented at each Area office. Under the program, injured employees are given the opportunity to get back into the swing of things sooner by returning to modified work as soon as they are able, consistent with temporary physical restrictions they have. Since this practice was introduced in SSA, the overall length of disability has been greatly reduced for injured employees and their recovery accelerated.



***Measuring SSA Safety Performance:***

The Safety Performance Rate or “SPR” referenced above is used to measure each SSA Area office and supervisor’s safety performance. The metric measures three safety components for each Area: Accident frequency (both lost time and medical only injuries), workers’ compensation costs, and the status of the Area’s safety program including employee safety training. Each of the three categories are assigned a point value, giving each Area an opportunity to earn a total of 500 points. To determine the Area’s score in the first two categories—accident frequency and workers’ compensation cost containment, a minimum improvement goal (MIG) is set for each at the start of the FY, to which they must remain below to be awarded points. The MIG’s are based on each Area’s three-year average experience in each category as compared to SSA’s overall, minus an improvement factor of 20%. For the third component—status of safety efforts, points are awarded to Areas having implemented and maintained SSA’s safety program and training requirements. This category contains the largest portion of the points for the SPR metric overall (85%), the majority of which can be earned by each supervisor conducting their monthly safety toolbox and annual classroom training for their team.

The “real-time” SPR standings for SSA overall along with each Area, is available to anyone with access to the Johnson Controls Intranet (Advisor), by going to the safety home page. The information posted includes the Area’s category and total scores YTD, along with each supervisor’s monthly safety training percentages, and injury frequency and trend charts for SSA and each Area. At the end of the FY, eligible Areas will receive an award based on their overall SPR score in relation to the following award levels: Platinum, 500 pts., Gold, 495 to 499 pts., Silver, 490 to 494 pts., and Bronze, 480 to 489 pts. Safety training awards are also presented to those areas finishing the FY at or above the monthly training goal of 100% and annual training goal at 100%.

***Corporate Metric***

The safety performance of Systems and Services North America is also measured against the other nine business units that make up Johnson Controls worldwide. Referred to as the “JCI Rate” or “Injury Free Rate”, the metric focuses on the percentage of employees who do not get hurt rather than the percentage of those who do. The monthly completion of safety program self-audits is incorporated into the metric as well.



Kathleen E. Theisen  
Senior Vice President

Marsh USA Inc.  
411 E. Wisconsin Avenue  
Suite 1300  
Milwaukee, WI 53202  
414 290 4904  
Kathleen.E.Theisen@marsh.com  
www.marsh.com

September 24, 2014

Mr. Scott McBride  
Insurance and Claims Manager  
Johnson Controls, Inc.  
5757 N. Green Bay Ave/X-92  
Milwaukee, WI 53209

**Subject: Verification of Experience Modification - Johnson Controls, Inc.  
Interstate Risk ID #910562096**

Dear Scott:

This is to verify insured program NCCI Interstate experience modification factors applicable for the current year and ten years prior for Johnson Controls, Inc. The factors are as follows:

Effective Date of Experience Modification Factor	NCCI Interstate Experience Modification Factor	Production Date of Experience Modification Factor	Applies to Johnson Controls Policy Period Effective
October 1, 2014	.47	September 16, 2014	October 1, 2014
October 1, 2013	.49	September 2, 2013	October 1, 2013
October 1, 2012	.60	February 18, 2013	October 1, 2012
October 1, 2011	.64	September 12, 2011	October 1, 2011
October 1, 2010	.62	August 12, 2010	October 1, 2010
October 1, 2009	.65	October 6, 2009	October 1, 2009
October 1, 2008	.70	December 9, 2008	October 1, 2008
October 1, 2007	.72	December 27, 2007	October 1, 2007
October 1, 2006	.65	September 5, 2007	October 1, 2006
October 1, 2005	.78	August 24, 2007	October 1, 2005
October 1, 2004	.71	August 23, 2007	October 1, 2004

Should you have any questions, please contact me.

Sincerely,

Kathleen E. Theisen



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
9/17/2015

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Marsh USA Inc. 411 East Wisconsin Avenue Suite 1300 Milwaukee, WI 53202 - 4419	<b>CONTACT NAME:</b> Attn: CPU		
	<b>PHONE:</b> (A/C, No, Ext): (866) 966-4664 <b>FAX:</b> (A/C, No): (212) 948-5167		
	<b>E-MAIL ADDRESS:</b> JCI.CertRequest@marsh.com		
<b>INSURED</b> Johnson Controls, Inc. York International Corporation Attn: Corp. Risk Mgmt. X-92 P.O. Box 591 Milwaukee, WI 53201	<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
	INSURER A:	OLD REPUBLIC INSURANCE CO	24147
	INSURER B:	ACE AMERICAN INSURANCE CO	22667
	INSURER C:	INDEMNITY INSURANCE CO OF NORTH AMERICA	43575
	INSURER D:	ACE FIRE UNDERWRITERS CO	20702
	INSURER E:	NORTH AMERICA ELITE INSURANCE COMPANY	29700
	INSURER F:		

**COVERAGES****CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> CONTRACTUAL <input checked="" type="checkbox"/> X,C,U GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC	<input type="checkbox"/>	<input type="checkbox"/>	MWZY302769	10/01/2014	10/01/2015	EACH OCCURRENCE	\$ 10,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 10,000,000
							MED EXP (Any one person)	\$ 50,000
							PERSONAL & ADV INJURY	\$ 10,000,000
							GENERAL AGGREGATE	\$ 30,000,000
							PRODUCTS - COMP/OP AGG	INC IN GEN AGG
B	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	<input type="checkbox"/>	<input type="checkbox"/>	ISAH08828623	10/01/2014	10/01/2015	COMBINED SINGLE LIMIT (Ea Accident)	\$ 5,000,000
B							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
E	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$	<input type="checkbox"/>	<input type="checkbox"/>	UMB200025200	10/01/2014	10/01/2015	EACH OCCURRENCE	\$ 5,000,000
							AGGREGATE	\$ 5,000,000
								\$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A	<input type="checkbox"/>	WCUC47324233 (XSWC - OH, WA)	10/01/2014	10/01/2015	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER	
B				WLRC47324075 (CA & MA)	10/01/2014	10/01/2015	E.L. EACH ACCIDENT	\$ 5,000,000
C				WLRC47324117 (AOS)	10/01/2014	10/01/2015	E.L. DISEASE - EA EMPLOYEE	\$ 5,000,000
D				SCFC47324191 (WI)	10/01/2014	10/01/2015	E.L. DISEASE - POLICY LIMIT	\$ 5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

JCI Contract Number:  
JCI Project Name:  
Customer PO Number:**CERTIFICATE HOLDER****CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE  
of Marsh USA Inc.



AGENCY CUSTOMER ID: \_\_\_\_\_

LOC#: \_\_\_\_\_

**ADDITIONAL REMARKS SCHEDULE**Page 2 of 2

AGENCY Marsh USA Inc.		NAMED INSURED Johnson Controls, Inc. York International Corporation Attn: Corp. Risk Mgmt. X-92 P.O. Box 591 Milwaukee, WI 53201	
POLICY NUMBER		EFFECTIVE DATE: 10/01/2014	
CARRIER	NAIC CODE		

**ADDITIONAL REMARKS**

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,  
FORM NUMBER: ACORD 25 (2010/05) FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE

**WORKERS COMPENSATION**

Workers Compensation "AOS" Policy includes coverage for the following states: AK, AL, AR, CO, CT, DC, DE, FL, GA, HI, IA, ID, IL, IN, KS, KY, LA, MD, ME, MI, MN, MO, MS, MT, NC, NE, NH, NJ, NM, NV, NY, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WV

**PRIMARY COVERAGE**

The General Liability and Automobile Liability policies are primary and not excess of or contributing with other insurance or self-insurance, where required by written lease or written contract. For General Liability, this applies to both ongoing and completed operations.

**WAIVER OF SUBROGATION**

The General Liability, Automobile Liability, Workers Compensation and Employers Liability policies include a waiver of subrogation in favor of the certificate holder to the extent required by written contract.

**ADDITIONAL INSURED – AUTOMOBILE LIABILITY**

The Automobile Liability policy, if required by written contract, includes coverage for Additional Insureds as required by written contract.

**ADDITIONAL INSURED – GENERAL LIABILITY**

For General Liability, if required by written contract, the following are included as additional insureds, as required pursuant to a written contract with a named insured, per Policy Endorsements A2 and A2A, replicated below: **THE CERTIFICATE HOLDER LISTED ON THIS CERTIFICATE OF LIABILITY INSURANCE, AND EACH OTHER PERSON OR ORGANIZATION REQUIRED TO BE INCLUDED AS AN ADDITIONAL INSURED PURSUANT TO A WRITTEN CONTRACT WITH THE NAMED INSURED.**

**SCHEDULE FOR POLICY ENDORSEMENTS A2 AND A2A**

Name of Additional Insured Person(s) or Organization(s):

If required by contract, the person or organization listed on the certificate of insurance as additional insured, and each other person or organization required to be included as an additional insured pursuant to a contract with a named insured.

Location(s) of Covered Operations:

As required by contract.

**POLICY ENDORSEMENT A2****ADDITIONAL INSURED – OWNERS, LESSEES OR CONTRACTORS – NAMED INSURED'S ACTS OR OMISSIONS ONLY**

A. Section II – Who Is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused solely by:

1. Your acts or omissions; or
2. The acts or omissions of those acting on your behalf; in the performance of your ongoing operations for the additional insured(s) at the location(s) designated above.

B. With respect to the insurance afforded to these additional insureds, the following additional exclusions apply:

The insurance does not apply to "bodily injury" or "property damage" occurring after:

1. All work, including materials, parts or equipment furnished in connection with such work, on the project (other than service, maintenance or repairs) to be performed by or on behalf of the additional insured(s) at the location of the covered operations has been completed; or
2. That portion of "your work" out of which the injury or damage arises has been put to its intended use by any person or organization other than another contractor or subcontractor engaged in performing operations for a principal as a part of the same project.

**POLICY ENDORSEMENT A2A****ADDITIONAL INSURED – OWNERS, LESSEES OR CONTRACTORS – COMPLETED OPERATIONS – NAMED INSURED'S ACTS OR OMISSIONS ONLY**

Section II – Who Is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury" or "property damage" caused solely by "your work" at the location designated and described in the Schedule of this endorsement performed for that additional insured and included in the "products-completed operations hazard".

**UMBRELLA/EXCESS LIABILITY**

The Umbrella/Excess Liability Limit that applies is the amount indicated on the face of this Certificate of Liability Insurance, or the minimum Umbrella/Excess Liability limit that is required by the written contract, whichever is less. However, if the primary insurance policies noted on the face of this Certificate of Liability Insurance satisfy the combination of minimum primary limits and minimum Umbrella/Excess Liability limits required by the written contract, the Umbrella/Excess Liability limits shown on the face of this Certificate of Liability Insurance do not apply.



**DELEGATION OF AUTHORITY**

The undersigned, President of Johnson Controls, Inc., a Wisconsin corporation (the "Company"), pursuant to the authority vested in him by a certain resolution adopted by the Board of Directors of the Company on January 23, 1980 hereby authorizes

**Randy K. Humphreys**  
Branch General Manager

(hereinafter, the "Delegate") to perform, on behalf of the Company, the acts described below:

To execute and deliver any and all contracts for the performance of work, sale of goods, and furnishing of services, and any other instruments in connection therewith and in the ordinary course of business.

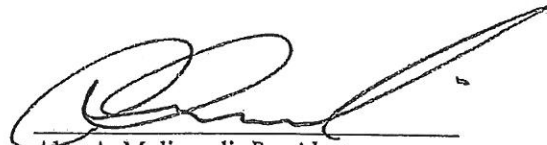
This authority does not extend to:

- a. the execution of surety, performance or bid bonds;
- b. the collection, receipt and recovery of monies due or to become due to the Company and the issuance of receipts and releases for the payment thereof;
- c. the signing of any notes, contracts, or any other agreement to borrow money in the name of the Company, or any form of guaranty for the payment or performance of obligations of any subsidiary, affiliate, or joint venture of the Company; or
- d. the signing, on behalf of the Company, of any deeds, abstracts, offers to purchase or any other instruments pertaining to the purchase or sale of real property.


Any actions taken by such Delegate within the scope of acts authorized herein taken between the date of expiration of any prior delegation of authority and the date hereof are hereby ratified, confirmed and approved as the acts and deeds of this Company.

**This authority shall remain in full force and effect through June 23, 2016.**

Signed at Milwaukee, Wisconsin, this 24<sup>th</sup> day of June, 2015.

  
Alex A. Molinaroli, President

ATTEST:

  
Brian J. Cadwallader, Secretary



## References

Grants Pass Schools	James Lowe	541-474-5787	
ParkSide		\$305,426	2010
Redwood		\$71,935	2012
Medford Schools	Rick Rose	541-842-1138	
Hoover, Kennedy, Griffin Creek, Washington,		\$546,382	2007
North High School		\$399,275	2008
Oak Grove		\$135,500	2008
Wilson		\$139,360	2008
Jackson		\$167,160	2009
Roosevelt		\$193,177	2009
Lone Pine		\$112,600	2009
Ashland Schools	Gary Sisk	541-482-1626	
Bellview		\$169,250	2009
Eagle Point School	Ken Gruenwald	541-830-1240	
Hillside Elementary		\$192,401	2011
Eagle Point HS		\$234,631	2013
SOU	Drew Gilliland	541-552-6233	
Sou Dorms and Kitchen		\$196,321	2013
Sou Science In Progress		\$596,000	2014
Many other products			
OIT	Don Depuy	541-885-1403	
OIT Center for Health Professionals		\$254,584	2009
OIT Residence Halls		\$271,954	2010
OIT Owens Hall		\$287,001	2010
OIT Geo Thermal		\$2,000,000	2014

There are many more in and around the state including CA performed by our team.

Others can be provided at your request.