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October 20, 2015

Dear Dr. Lett and Board of Education,

GRP Mechanical Company Inc. appreciates the opportunity to submit our proposal to Pana CUSD #8. We are excited to share our company's unique approach that sets us apart from any other Company assisting schools in Illinois. The information presented illustrates our experience in K-12 Illinois School Districts, the experience and knowledge of our personnel as well as our company's capabilities. Our team has the ability to draft short term and long term maintenance tasks as well as propose and implement long term capital improvements that allow you to confidently move from goal setting to action with a valuable, long lasting impact to your District.

**We do not charge for our investment grade audits of your buildings.** This is part of our process and our business model. Our ultimate goal at GRP is to show the total value we can bring to a School District. We already have knowledge of your buildings, as some of our team members have worked in your buildings in the past. Our customer focused approach is the primary key to our success. Our experienced staff will bring all elements of our knowledge to your District. When it is time for project implementation, GRP offers general contracting capabilities, construction management capabilities, design/build capabilities, performance contracting capabilities as well as service and maintenance capabilities.

Above any other company in the business, GRP is uniquely qualified. GRP offers the best value at the most cost effective price because we have the ability to self-perform work. By GRP utilizing its own in-house engineers, while running its own pipe fitters, sheet metal workers, laborers and carpenter crews and by having our own window and door division in-house, we can eliminate excess overhead and profit from the overall scope of work in comparison to other companies in the business. Our success rate and customer satisfaction is documented in our experience list as well as on the award notification section of the Illinois Procurement Bulletin.

We are a Bethalto, Illinois Company with a full service organization to support you in any way. With the resources that a company our size can provide, we are pleased to assist the District in identifying and obtaining all available grants that can be applied for in the State and from the Districts Utility providers. We have written for over \$1,500,000 in grants within the last 18 months for IL schools. We can assist in writing the HLS amendments. We are a Licensed Design Engineering Firm in the State of Illinois and approved by the Capital Development Board.

We look forward to developing a relationship with your educational organization. We look forward to discussing this proposal with you and sharing our ideas to develop both a short term and long term maintenance and capital improvement plan for the District's buildings.

Sincerely,  
  
Laura Weber  
Business Development Manager

Bob Fogarty, CEM PE  
Director of Performance Contracting



## GRP History and Experience

### **Scope of Proposal**

This proposal addresses Pana CUSD #4 request for proposal for short term and long term maintenance tasks as well as putting a plan together for long term capital improvement needs of the District for their facility. This proposal has been developed to demonstrate GRP Mechanical Company, Inc.'s qualifications, technical expertise, and commitment to safety while exceeding customer satisfaction.

### **GRP Mechanical Co., Inc. Commitment to the District**

GRP Mechanical Company, Inc. is committed to assisting Pana CUSD #4 in their mission to providing all students with a quality education by improving the learning environments.

### **GRP Mechanical Company Inc. Background and Experience**

GRP Mechanical Co., Inc. is an Illinois based company, with over 63 years of experience in the mechanical contracting business, performance contracting, general contracting, design/build, and construction management business. The history of GRP Mechanical Co, Inc. started when Thomas DeClue Sr. opened refrigeration and piping business in 1952. Since then, it has blossomed to where GRP Mechanical Co., Inc. employing an average of 250 craftsman and field management staff, to upwards of 450 annually.

**We are more than a Mechanical Company. We have several divisions within GRP:**

- Full HVAC Service Division
- Performance Contracting Division
- Pipe Line Division
- Commercial and Industrial HVAC and Plumbing Division
- Sheet Metal Division
- Window and Door Division
- Over 100 trucks on the street

We continue to provide the tools and processes that allow our experts and our clients experts to design the most cost-effective, energy efficient projects for our clients. We employ Certified Energy Managers and Professional Engineers licensed in the State of Illinois.

### **Educational/Business Partnership Proposal**

**We are Local for a Single Point of Contact**

**We are an Illinois Based Company**

**We are Licensed Engineering Firm registered in the State of Illinois**

**We are Competitive**





## GRP History and Experience

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**We are Independent**

**We are Flexible**

**We are Experienced**

**We are Pre-Qualified by the Capital Development Board in Illinois**

**We received the #1 Safety Record in the Nation for Companies our size**

### **We have the ability to manage and self-perform**

GRP is a union contractor that has signatory relationships with the following trades:

Pipe Fitters

Laborers

Sheet Metal

Carpenters

Operators

Teamsters

Millwrights

Finishers

Boilermakers

This in combination with our in-house engineers allows us to have very tight control over the installation of any project. We continue to provide the tools and processes that allow our experts to design the most cost-effective, energy efficient projects for our clients. We employ Certified Energy Managers and Professional Engineers licensed in the State of Illinois.

### **We are a Local Illinois Headquartered Company for a Single Point of Contact**

GRP Mechanical Co., Inc. is headquartered in Bethalto, IL and has been providing both short term and long term strategic plans and solutions to energy efficiency problems for over 60 years. We provide a single point of contact to assure 100% compliance with the final design.

### **We are Competitive**

GRP Mechanical Co., Inc. is a well-rounded organization with a great depth of experience in all aspects of construction. We do not carry the overhead of a large corporate structure; therefore, we have the ability to provide the best value and the most cost effective solutions for your District.

### **We are Flexible**

GRP Mechanical Co., Inc. will work with the District to provide an audit and lay out a short term and long term strategic plan for your facilities that meets the District's needs. We have the ability to implement projects year around with minimum disruption to the educational environment, and have a proven track record of being on time and within budget, if the district desires.



## GRP History and Experience

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### We are Experienced

GRP Mechanical Co., Inc. has employed the best of the best. We have a long standing commitment to improving the learning environment of our educational customers through innovative, sustainable solutions, while maintaining the ability to work with local trades in your area. We have over 200 years of experience within our staff.

- ▶ Laura Weber, Business Development Manager, 20 yrs.
- ▶ Bob Fogarty, Director of Performance Contracting, P.E., C.E.M., 24 yrs.
- ▶ Matt Keller, Solution Development Engineer, C.E.A., 19 yrs.
- ▶ Dan Dotson, Senior Vice President, 36 yrs.
- ▶ Mark Elliott, Senior Project Manager, 22 years
- ▶ Todd Taul, Project Manager, 27 years
- ▶ Craig Hines, Window and Door Specialist, 29 yrs.
- ▶ Brad Myers, Director of Safety, 23 yrs.
- ▶ Tom DeClue III, President, 28 yrs.

### We are 100% Customer Focused

GRP Mechanical Co., Inc. sustains our reputation by delivering the highest quality projects the first time and standing behind all of our work both today and into the future.

### We are Safe-GRP Safety Awards

2013 Presidio Risk Control Award of Merit

2013 SMACNA National 1<sup>st</sup> Place Award (300K-400K man hour category)

2013 SIBA 7 years of Zero Lost Time Excellence Award

GRP Mechanical Company, Inc. continues to design and (potentially for your school) deliver innovative infrastructure improvement solutions that will help assist you in your mission of education. Our experience both technically and financially is considered to be best practices that result in success throughout Illinois.

### The Project Team

It is important that the project team members be identified and brought together as a unit. As a team, we realize working together and understanding the customer's needs and end result is the ultimate success.

Our team is extremely knowledgeable with the construction market in a commercial setting. We are able to use our knowledge in the market place to co-author solutions with your District to achieve the best improvements for your facilities. Our goal is to help your district improve your operations and maintenance both short term and long term as well as reduce your costs for energy, maintenance and capital budgets. Overall, our team's goal is to provide the best learning environment possible for your community, staff, administration and students at the best possible price. That is why a plan like this is so important.



### Project Experience

GRP Mechanical Company, Inc. continues to deliver innovative infrastructure improvement solutions that will help assist you in your mission of education. Our experience both technically and financially is considered to be best practices that result in successes throughout Illinois. The list below is a sample of educational projects that have been performed and managed by GRP.

### Sample Project List

GRP Mechanical Company, Inc. has been working with schools for over 60 years. Our company has performed numerous projects, both single phase and multi-phase, as a performance contracting provider, a prime general contractor, or a subcontractor over the years. Please contact us for further information on project particulars and contacts.

<b>Project</b>	<b>Scope of Work</b>	<b>Project Cost</b>
Alton CUSD #11	School Renovation	\$8,600,000
Roxana CUSD	School Renovation	\$5,500,000
Orion #223	School Renovation	\$1,450,000
DeLand Weldon	School Renovation	\$2,314,420
New Berlin CUSD #	School Renovation	\$711,000
Bond County CUSD #2	HVAC Renovation	\$193,000
SWIC	HVAC Renovation	\$880,000
Lewis & Clark Comm. College	HVAC & Plumbing	\$335,000
SIUE Dormitory	Plumbing	\$1,184,000
Jersey Comm. Hospital	HVAC	\$313,200
SIUE Science Bldg.	HVAC	\$225,000
Gillespie CUSD #7	HVAC	\$2,943,000
Lewis & Clark Comm. College	Plumbing	\$414,500
SIUE Bluff Hall	HVAC	\$902,000
St. Mary's Multipurpose Room	HVAC & Plumbing	\$386,000
Southwestern CUSD #9	HVAC	\$366,000
Bond County CUSD #2	HVAC	\$2,945,000
Staunton CUSD #6	HVAC	\$189,000
Lewis & Clark Comm. College	HVAC, Plumbing	\$339,200
SIUE Research Pilot Plant	HVAC & Plumbing	\$4,995,000
Edwardsville CUSD #7	Plumbing	\$1,060,000
East Alton-Wood River #14	HVAC	\$1,801,000
Lewis & Clark Comm. College	Plumbing	\$306,000
St. Louis Public Schools	HVAC	\$1,123,000
SIUE Boiler Room and Dental	HVAC	\$760,000
Alton CUSD #11	School Renovation	\$2,484,000
Jersey CUSD #100	HVAC, Plumbing	\$3,088,000
Carrollton CUSD #1	HVAC	\$775,000
Triad CUSD #2	HVAC	\$2,400,000
Alton CUSD #11	HVAC Renovation	\$8,600,000



## GRP History and Experience

O'Fallon THSD #203	HVAC Renovation	\$429,000
SIUE Early Childhood, Fitness	HVAC	\$701,900
Dieterich CUSD #30	School Renovation	\$1,830,000
Red Bud CUSD #132	School Renovation	\$3,378,000
Rock Falls ESD #13	School Renovation	\$2,030,978
New Berlin CUSD #	School Renovation	\$711,000
Signal Hill ESD #181	HVAC Renovation	\$1,878,000
Montmorency CCSD #145	School Renovation	\$1,368,000
Dixon Public School	Middle School Renovation	\$2,500,000
Dixon Public Library	Library Remodel	\$1,300,000
City of Dixon	HVAC	\$296,038
City Mt. Vernon	Lighting Replacement	\$78,364
Jasper County CUSD #1	High School Renovation	\$3,403,500
Carlinville CUSD #1	Long term fixes	\$884,000
Altamont CUSD #1	Elementary Remodel	\$3,214,000
Beecher City CUSD #1	Junior High Update	\$3,800,000
Shelbyville CUSD #4	High School Modernization	\$3,206,000
Gibson City CUSD #5	All School Improvements	\$1,704,995
Effingham CUSD #40	New High School Entryway	\$178,000
Effingham CUSD #40	Study on all Buildings	\$7,800

**As you can see, we have competed head to head with several Architect/Engineering firms as well as other Energy Service Companies for project right in your area. We have just completed over \$22 million school construction projects right in your area this past summer. A few of these are:**

**Shelbyville High School-** GRP renovated Shelbyville High School. All new windows installed. An electrical upgrade, new control valves, new HVAC upgrade, new lighting and ceilings were installed. A new web based control system was installed. The gymnasium lighting was upgraded to newer, more efficient technology. Air conditioning was installed throughout the entire school including the gym and auditorium.

**Beecher City JR/Sr High School-** A Complete renovation of Junior Senior High School. The windows were replaced with new windows. All new lockers and interior doors were installed. An electrical upgrade to three phase power was installed, new control valves, new HVAC upgrade adding air conditioning to the entire school, new lighting and ceilings, and new web based control system. The gymnasium lighting was upgraded to newer more efficient technology; a new gym floor was installed. New plumbing and restrooms were renovated. New parking lot was added and ball fields graded with new drainage added when new roof as installed.





## GRP History and Experience

**Altamont Grade School-** Complete renovation of open education school. It was built as an open educational facility and is now a state of the art 21<sup>st</sup> century learning environment. All new windows, an electrical upgrade, new control valves, new HVAC upgrade, new lighting and ceilings were installed. New web based control system, new gymnasium lighting, air conditioning was installed throughout the entire school including the gym and auditorium. New walls and new restrooms were added as well as renovating the existing restrooms.

**Effingham High School-** Provide Long Term Planning and New High School Entrance. GRP provided the development, engineering and project management of an all new safe, secure entrance for the High School Building. This scope entails us providing the new windows and doors as well. GRP also assisted and developed with providing information for a master plan for all school facilities.

**Jasper County High School-** New drop ceilings installed along with lay-in fixtures with electronic ballasts and T-8 lamps to enhance classroom light levels at the both schools. The electrical service entrance and main distribution system was upgraded. New high efficiency heating and cooling systems in the both schools were installed. A new DDC building automation control system in both the high school and elementary school. New thermal window systems were installed. A complete renovation of the science labs provided state of the art learning. Complete asbestos abatement in the boiler room, floors, walls, windows and ceilings.

