

TEAM QUALIFICATIONS

ABM Industries Incorporated consists of the following team expertise:

 **Michael Houda, Operations Manager**
10+ Years HVAC Service Management

With over 10 years of experience as a service manager, project manager, and operations department manager, Michael is overall responsible for the execution and administration for all maintenance and repair work. As a Certified Energy Manager and specialized training in air distribution, indoor air quality, fluid dynamics, DDC controls, and design/build engineering, Mike will serve as the technical and leadership point of contact. Previously had 5 years of experience as a Naval Special Warfare Officer.

 **Denissa Rivero, Service Supervisor**
10+ Years HVAC/R Experience

With over 10 years of experience with ABM in South Florida, Denissa is the point person for over 30 maintenance contracts in the region. Directly responsible for scheduling, service reports and repair proposals. Manages the field of all local union technicians.


 **Ivan Ortega, Field Supervisor, HVAC/R Technician**
20+ Years HVAC/R Experience

Foreman and lead service technician and 16 years in the Local 630 Union. OSHA, 70EP, welding, pipefitting, EPA certifications. Vast experience in installation, repair, and maintenance on chillers, outside air units, refrigeration, boilers, and terminal air units.

Provides technical support and job site leadership and management to assure a competent, highly qualified work force and provide coordination between customer, field and office requirements

 **Glenn Hall, VP Landscaping Services**
+20 Years Landscaping and Grounds Experience

Skills Summary Extensive experience in the landscape (green) industry. Owner and President of two landscape companies. Over 15 years with national company working in several key positions including; Operational Management, Vice President of Sales & Marketing and National Sales Manager. Certifications in Tropical Gardening (University of Florida), International Arborist Association (ISA) – past State of New York and International Crime Free Certified, Mesa Arizona, for CEPTED – Crime Prevention through Environmental Design. Experienced working all vertical and geographical markets in the US.

 **Diogenes Pena, Operations Manager**
10+ Years Custodial Experience

Diogenes Pena is an Operations Manager at ABM-BNI division, where Diogenes is in charge of the day to day Functionality of the Janitorial operation from start to finish, including Training, Hiring and controlling operating expenses.

Before becoming a Manager, Diogenes spent four years as a custodial, Floor care and promoted to Crew supervisor after two years for a local Hospital in New Jersey.

Diogenes has worked with reputable Janitorial companies, including SODEXO, UNICCO, and PFMI, among others. Diogenes helps the building and development of cleaning methods that suits client's budgets and goals. You can expect 100% transparency, no horror stories, and or surprises when working with Diogenes.



Bob Coggin, Service Supervisor Landscaping Services

38 years experience within the landscape industry in Florida. Supervisor for Jupiter Branch. Responsible for overseeing employees and multiple clients. Extensive knowledge in design and landscape installation, water conservation, sustainable practices and management of large landscape projects.

Essential Functions

1. Oversee employees and job site to insure contracts are fulfilled
2. Design and new landscape installation
3. Best Management Practices

Name of Project Team Member:	Joel Lowery
Current Job Title: Job responsibilities: Number of years with ESCO: Primary Office Location:	Vice President of Sales Assists ABM's market leaders in the Southeastern states to fund our client's critical infrastructure needs. 3 Years Atlanta, GA
Employment History: Company Name: Primary job responsibilities: Number of years with firm:	2008-2011 NORESKO Director for Technology Solutions Started a new division focused on technology and its ability to save operational dollars as well as create new revenue streams for public clients. Utilized performance contracting as a procurement vehicle 2007-2008 Servidyne Executive Vice President, Sales and Marketing Created a new solution sales department focused on bundling Servidyne's many business lines and product offerings. Responsible for identifying, hiring and training solution account executives nationwide. 15 Years Johnson Controls Regional Solutions General Manager Managed solutions business for Southern part of the United States. Had responsibility for Sales and Engineering
Educational Background: List all academic degrees, certifications, PE registration number and state, professional affiliations, relevant publications and technical training:	B.S. Mechanical Engineering, Psychology Georgia Institute of Technology Associations: Energy Services Coalition, AWWA, ASBO and numerous other client specific organizations in multiple states. EIT in Georgia
List a sample of the energy performance contracting projects you have been a part of in the past five years:	Colquitt County Government Ph 2, Moultrie, GA – 2018 \$4.8 Million Performance Contract Athens Christian Schools, Athens, GA– 2017 \$1.2 Million Performance Contract Commerce City Schools, Commerce, GA – 2016 \$5.6 Million Performance Contract Newton County Government, Covington, GA – 2016 \$14 Million Performance Contract Madison County Schools Phase IV, Danielsville, GA – 2016 \$17 Million Performance Contract McIntosh County Schools, Darien, GA – 2016 \$12.6M Performance Contract Irwin County Schools – 2015 \$3.95M Performance Contract Colquitt County Schools, Moultrie, GA – 2014 \$12.9M Performance Contract
Describe the specific role and responsibilities this individual had for each listed project:	Responsibilities included sales in every case, project development and project management on a limited basis
Provide a detailed description of the role and responsibilities this individual will have for the duration of this project:	Responsibilities included sales in every case, project development and project management on a limited basis
Describe any other relevant technical experience:	Joel has expertise in engineering, energy and operational efficiency measure creation, finance and overall project management
Indicate the total years of relevant energy-related experience for this individual:	23 Years of energy related experience.

Name of Project Team Member:	Rick Goetz
<p>Current Job Title: Job responsibilities: Number of years with ESCO: Primary Office Location:</p>	<p>2010-present ABM Technical Solutions VP of Operations – Service Delivery Overall Large Project & Operational Support including Bundled Energy Solutions work Represent ATS to all Industry Groups within organization 21 years Alpharetta, GA</p>
<p>Employment History Company Name: Primary job responsibilities: Number of years with firm:</p>	<p>2007 – 2010 ABM Technical Solutions Director, Installation Services Responsible for management and delivery of Bundled Energy Solutions projects across the country Responsible for meeting all contract and scope requirements Responsible for tracking project performance and meeting customer expectations. Responsible for overall customer satisfaction. Training of new Operations Managers, Service Managers, and Project Managers.</p> <p>1996 – 2007 Linc Mechanical Project Manager Responsible for management of all project work conducted at location ranging in size from \$5,000 to \$7 million dollars Management and delivery of all Bundled Energy Solutions projects conducted at location. Ensure projects delivered in a timely manner and within the timeline negotiated with the customer while maintaining high customer satisfaction Responsible for monthly project forecasting.</p>
<p>Educational Background List all academic degrees, certifications, PE registration number and state, professional affiliations, relevant publications, and technical training.</p>	<p>Georgia Institute of Technology Bachelor of Science in Mechanical Engineering E.I.T – Georgia Certified Energy Manager (CEM); ASHRAE Member GA Class II Conditioned Air Contractor AL, MS, SC Heating and A/C Contractor Licenses</p>
<p>List all energy performance contracting projects this individual has been involved with during past 5 years. Include project location, type of facilities, year implemented, and dollar value of installed project costs.</p>	<p>LA ESPC (GSA), Los Angeles, CA – 2014-2018 \$47 Million Performance Contract with GSA Colquitt County Government Ph 2, Moultrie, GA – 2018 \$4.8 Million Performance Contract Lowndes County Schools, GA – 2018 \$9.2 Million Performance Contract Connellsville Area School District, PA – 2017 \$14 Million Performance Contract Ysleta ISD, El Paso, TX – 2017 \$18 Million Performance Contract Burbank Unified School District, CA – 2017 \$2.4 Million Performance Contract Newcastle Elementary School, CA – 2017 \$1.5 Million Performance Contract Claremont Unified School District, CA – 2017 \$1.4 Million Performance Contract Education for Change – 2017 \$936,853 Performance Contract Santiago Charter Middle School – 2017 \$237,000 Performance Contract Commerce City Schools, GA – 2016 \$5.7 Million Performance Contract Newton County Government, Covington, GA – 2016 \$14 Million Performance Contract Madison County Schools Phase IV, Danielsville, GA – 2016 \$17 Million Performance Contract</p>

	<p>Orange County Public Schools, VA – 2016 \$6.2 Million Performance Contract</p> <p>City of Temple Terrace, FL – 2016 \$3.1 Million Performance Contract</p> <p>Wills Point Independent School District, TX – 2016 \$2.7 Million Performance Contract</p> <p>Edgewood ISD, Edgewood, TX – 2016 \$1.3 Million Performance Contract</p> <p>City of Whitehall, Whitehall, OH – 2016 \$1.6 Million Performance Contract</p> <p>Wyoming County, PA – 2015 \$3.3 Million Performance Contract</p> <p>Brandsmart, FL – 2015 \$2 Million Performance Contract</p> <p>Franklin City Public Schools, VA – 2015 \$2.2 Million Performance Contract</p> <p>Irwin County Schools, GA – 2015 \$3.95 Million Performance Contract</p> <p>Anderson County Schools II, GA – 2015 \$6.7 Million Performance Contract</p> <p>Colquitt County Government, GA – 2015 \$7.5 Million Performance Contract</p>
<p>Describe the specific role and responsibilities this individual had for each listed project.</p>	<p>Overall project management including estimate review, design, scheduling, managing, and overall project delivery Technical solutions development Energy savings measurement and verification</p>
<p>Provide a detailed description of the role and responsibilities this individual will have for the duration of this project.</p>	<p>Overall project management Energy savings and contract review Ensuring customer satisfaction Technical solutions review</p>
<p>Describe any other relevant technical experience.</p>	<p>Project forecasting, estimate review, cost tracking, scheduling</p>
<p>Indicate the total years of relevant energy-related experience for this individual.</p>	<p>21 Years of Energy Related Experience</p>

Name of Project Team Member:	Kevin R. Brown, PE, LEED AP, CEM, CMVP, EMP, HBDP
Current Job Title: Job responsibilities: Number of years with ESCO: Primary Office Location:	Vice President of Engineering Business Development, Business Support 11 Years Atlanta, GA
Employment History Company Name: Primary job responsibilities: Number of years with firm:	<p>2007 – Current ABM Building & Energy Solutions/The Linc Group Vice President of Engineering Perform savings calculations and determine cost benefits for technical scope. Assist with project development to create technical scope around customer’s needs. Evaluate new technologies for possible inclusion as energy conservation measures including rainwater harvesting, solar energy utilization, and other renewable energy systems.</p> <p>2006 – 2007 Honeywell, Inc. Performance Contracting Engineer – Federal Team Assess energy savings opportunities and identify risk factors associated with energy performance guarantees.</p> <p>2001 – 2006 Honeywell, Inc. Senior Engineer – Honeywell Atrium Responsible for Energy Awareness Program with Regal Entertainment Group using interval meter data to identify low/no cost savings opportunities.</p>
Educational Background List all academic degrees, certifications, PE registration number and state, professional affiliations, relevant publications, and technical training.	Bachelor of Aerospace Engineering, Auburn University, AL Certifications: E.I.T – Alabama; PE – Virginia (Mechanical 0402-033968); LEED-AP; CEM; CMVP; EMP; CIAQP; HBDP Associations: ASHRAE; USGBC; AEE; NSPE; ASES; ISES; SAME; EMA; Southface Institute; GSEA; MENSA
List all energy performance contracting projects this individual has been involved with during past 5 years. Include project location, type of facilities, year implemented and dollar value of installed project costs.	<p>LA ESPC (GSA), Los Angeles, CA – 2014-2018 \$47 Million Performance Contract with GSA</p> <p>Colquitt County Government Ph 2, Moultrie, GA – 2018 \$4.8 Million Performance Contract</p> <p>Lowndes County Schools, GA – 2018 \$9.2 Million Performance Contract</p> <p>The Center of Family Resources, Marietta, GA – 2017 \$1.7 Million Performance Contract</p> <p>Athens Christian Schools, Athens, GA– 2017 \$1.2 Million Performance Contract</p> <p>Commerce City Schools, Commerce, GA – 2016 \$5.6 Million Performance Contract</p> <p>Newton County Government, Covington, GA – 2016 \$14 Million Performance Contract</p> <p>Madison County Schools Phase IV, Danielsville, GA – 2016 \$17 Million Performance Contract</p> <p>McIntosh County Schools, Darien, GA - 2016 \$12.6 Million Performance Contract</p> <p>Orange County Public Schools, VA – 2016 \$6.2 Million Performance Contract</p> <p>City of Whitehall, OH – 2016 \$1.6 Million Performance Contract</p> <p>Colquitt County Government, GA – 2015 \$7.5 Million Performance Contract</p> <p>Anderson County Schools II, GA – 2015 \$6.7 Million Performance Contract</p> <p>Irwin County Schools, GA – 2015 \$3.95 Million Performance Contract</p> <p>Brandsmart, FL – 2015 \$2 Million Performance Contract</p>

Describe the specific role and responsibilities this individual had for each listed project.	Business Development – Project Level; Technical Solutions Development; Energy Savings Calculations; Risk Analysis; Establish Measurement and Verification plan
Provide a detailed description of the role and responsibilities this individual will have for the duration of this project.	Business Development – Project Level; Technical Solutions Development; Energy Savings Calculations; Risk Analysis; Establish Measurement and Verification plan
Describe any other relevant technical experience.	Analyze the best solution for the specific application; recommend solutions that maximize energy savings while minimizing the impact to building operations.
Indicate the total years of relevant energy-related experience for this individual.	23 Years of Energy Related Experience

Name of Project Team Member:	Tom Woodruff
Current Job Title: Job responsibilities: Starting year with ESCO: Primary Office Location:	Senior Vice President Responsible for the South Region (FL, MD, VA, WDC) 2017 Alpharetta GA
Employment History: Company Name: Primary job responsibilities: Number of years with firm:	2012-2017 Honeywell – General Manager Responsible for the INNCOM and Novar automation/energy management businesses. 2008-2012 Honeywell – General Manager Responsible for the Building solutions business in Eastern PA & DE that included: building automation, ESPC, life safety, and security.
Educational Background: List all academic degrees, certifications, PE registration number and state, professional affiliations, relevant publications and technical training:	Education: BS – Economics, BSB – Accounting, MBA – Finance & Strategy University of Minnesota, Minneapolis MN Institute of Management Accountants – Certified Management Accountant (inactive)
List a sample of the energy performance contracting projects you have been a part of in the past five years:	Tom Woodruff has been involved in \$100M+ worth of Energy Performance Contracts. Below are a few that are worth highlighting: Fauquier County Public Schools VA – 2019 \$11M Aiken County Public Schools, Aiken SC – 2019 \$40M Goose Creek ISD, Houston TX – 2019 \$42.5M Caroline County, Caroline County VA – 2017 \$3.0M VA Beach Public Schools, VA Beach VA - 2017 \$5.7M Town of Belleaire, Belleaire FL - 2018 \$1.1M City of Lake Clarke Shores – 2018 \$950K
Describe the specific role and responsibilities this individual had for each listed project:	Executive sponsor ensuring successful pursuit and delivery of projects financial review, operational execution planning/review, sales leadership.
Provide a detailed description of the role and responsibilities this individual will have for the duration of this project:	Executive sponsor ensuring successful pursuit and delivery of projects, financial review, operational review.
Describe any other relevant technical experience:	N/A
Starting year of relevant energy-related experience for this individual:	Since 2004

<p>Current Job Title: Job responsibilities: Number of years with ESCO: Primary Office Location:</p>	<p>Sr. M&V and Commissioning Manager M&V Compliance for ESPC 17 Years of ESPC Experience Indianapolis, IN</p>
<p>Employment History: Company Name: Primary job responsibilities: Number of years with firm:</p>	<p>ABM – Sr. M&V and Commissioning Manager M&V Compliance for ESPC 2018 – Present (1 year) Honeywell – Americas M&V Services Leader M&V Compliance for ESPC 2001 – 2018 (17 years)</p>
<p>Educational Background: List all academic degrees, certifications, PE registration number and state, professional affiliations, relevant publications and technical training:</p>	<p>Mechanical Engineering, BSME Purdue University Associations: ASHRAE, ASME, AEE</p>
<p>List a sample of the energy performance contracting projects you have been a part of in the past five years:</p>	<p>Lucas has been directly involved in >\$2B of Energy Performance Contracts. Below are some highlighted customer accounts: Goose Creek Consolidated ISD, TX – 2019 \$(43M) Aiken County Public Schools, SC – 2019 (\$42M) West Mifflin Schools, PA – 2018/2019 (\$17M) GSA Los Angeles, CA – 2014, 2016, 2019 (\$7M, \$32M, \$12M) Rainbow Municipal Water District, CA – 2018 (\$11M) Fauquier County Schools, VA – 2019 (\$11M) Tinker Air Force Base, OK – 2012, 2016 (\$81M, \$243M)</p>
<p>Describe the specific role and responsibilities this individual had for each listed project:</p>	<p>ALL: proper application of FEMP or IPMVP M&V Protocol, M&V Plan Development. Goose Creek and Aiken: Engineering calculation review, vetting of new technologies and ECM's. West Mifflin: Worked directly with development staff on-site to drive effective baseline data gathering techniques for high-quality future M&V deliverable, M&V Plan Development. GSA LA: M&V Plan Development, in-depth monthly chiller plant analysis and continuous improvement data-driven meetings. Rainbow MWD: M&V Plan Development, based on compliance with AWWA water meter testing standards. Fauquier: Customer M&V Workshop and explanation of methodology selection, tasking during Install/Ongoing, and expectations for timing and content of M&V deliverables. Tinker AFB: Baseline development & risk analysis, M&V Plan Development, continuous improvement / sustainability plan development aligned with ISO 50001 standards.</p>
<p>Provide a detailed description of the role and responsibilities this individual will have for the duration of this project:</p>	<p>Providing M&V Plan development and execution guidance to ABM M&V, Project Development, and Project Delivery staff, as well as 3rd party vendors.</p>
<p>Describe any other relevant technical experience:</p>	<p>Well-versed in the application of FEMP and IPMVP M&V protocol, including proper sampling plan development. Experienced with building management system trend data analysis.</p>
<p>Indicate the total years of relevant energy-related experience for this individual:</p>	<p>17+ Years of energy and mechanical system related experience. Extensive presentation of M&V protocol, ECM calculation review, complex trend data analysis, and presentation of analysis to end user.</p>

CHAD ARMSTRONG
General Manager

Responsibility for the sales, operations, finances and service delivery of the South Florida Mechanical and Electrical services.

Chad has been with ABM for over 4 years and has been part of over \$30M in projects in the South Florida Area.

These projects are multi-service contracts including HVAC, Electrical, Landscaping and Custodial services, such as the Seminole Tribe of Florida, Jungle Island, Town of Lake Clarke Shores, & BrandsMart USA.

Delivering with his direct staff a singular in-house sole source solution for Facility management.

Safety – Customer - Team