

**Maryville City Schools  
833 Lawrence Avenue  
Maryville, TN 37803**

**BOARD OF EDUCATION  
REGULAR MEETING**

**5:30 PM, April 10, 2018  
FOOTHILLS ELEMENTARY SCHOOL**

- I. CALL TO ORDER** **CHAIRMAN POPE**  
**MOMENT OF SILENCE**  
**PLEDGE OF ALLEGIANCE** – Mariella Black, 1<sup>st</sup> grade
- II. UPDATE FROM FOOTHILLS ELEMENTARY** – Karen Schito, Principal
- III. ADOPT AGENDA**
- IV. COMMENTS FROM THE PUBLIC ON AGENDA ITEMS**
- V. CONSENT AGENDA ITEMS**
1. Approve Minutes of March 19, 2018, meeting (Attachment)
  2. Approve School Board Policy Manual Section 8.5 – Hiring – Second Reading
  3. Approve Coulter Grove Intermediate School science club overnight trip to Knoxville Zoo (Attachment A1)
- VI. AGENDA ITEMS**
1. Consider contract extension for the Director of Schools
  2. Consider Montgomery Ridge Intermediate School purchase from Contract Furniture Alliance for cafeteria furniture – Funding Source: General Purpose and MRIS Adventure Club \$71,165.45 (Attachment B1)
  3. Consider agreement with Excel Energy Group, Inc., for lighting project and authorize the Director of Schools to pursue financing for the project through the Energy Efficient Schools Initiative (EESI) (Attachment B2)
  4. Consider low bid from GCA/ABM for custodial services – one year contract with provisions for (3) one-year extensions at the option of the district (Attachment B3)
- VII. REPORTS FROM DIRECTOR OF SCHOOLS**
- VIII. RECOGNITION OF STAFF AND STUDENTS**
- IX. COMMENTS FROM BOARD MEMBERS**
- X. ADJOURN**

**Upcoming meeting date:**

May 14, 2018 – 5:30 pm, Maryville High School (Ed Harmon Room)

June 11, 2018 – 5:30 pm, Maryville High School (Ed Harmon Room)

Overnight  
Needs Board Approval

# FIELD STUDY PERMISSION REQUEST

A1

*\*THIS FORM MUST BE SUBMITTED 2 WEEKS PRIOR TO THE DATE OF THE TRIP.*

School: Coulter Grove Grade: 5 Today's Date: 3-20-18

Teachers: Karla West

Trip Coordinator: Karla West Destination: Knoxville Zoo

Date of Trip: 5-4-18 and 5-5-18 Time Leaving: 5:00 PM Time Returning: 10:30 AM # of Participants: 25

Transportation Method: Walking  Cars  Bus  # of Buses  Bus Owner:

Justification for Trip: Science Club Trip

Principal's Approval: [Signature]

Director of School's Approval: [Signature]





Above: 47" L Wall Booth with Table  
Below: 47" Island Booth with Table



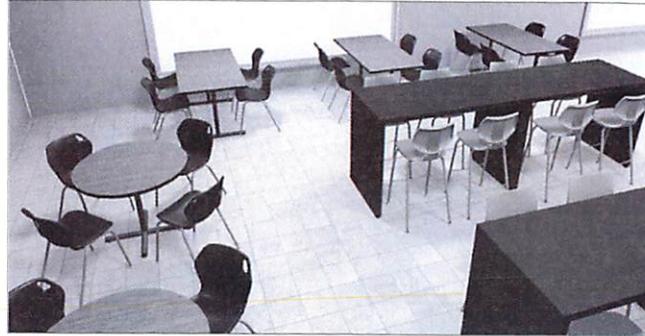
**Booths**

Booth: Inside Seat Limber Maple  
Booth: Outside Back Port

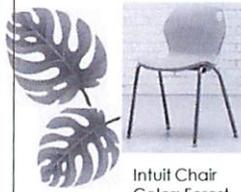


18" H Stool Silver Table: Windswept Bronze

# MRIS RAINFOREST CAFE



## Central Café



Intuit Chair  
Color: Forest

Intuit Chair: Forest Table Top: Mazagan



36" Round Table



Bistro Ht. Parsons Table  
Color: Twilight

Parsons Table Flavors Stool: Apple



Flavors 28" Bar Stool  
Color: Apple

## Faculty Lounge

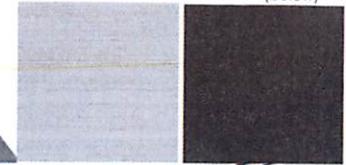


Intuit Chair  
Color: Apple

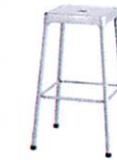
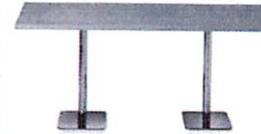


30" W x 48" L Table  
Table Top: Twilight (below)

Flavors Bar Stool  
Color: Forest



36" W x 84" L x 40" H  
Bar Ht. Community Table  
Top: Pine (above)



28" Bar Ht. Stool,  
Silver

Top for Ledge Table (above)  
& Picnic Table (below):  
Rare Earth Slate



18" W Ledge Table

## Bistro Ledges



30" x 72" Rectangle "Picnic" Table



18" Stool, Silver

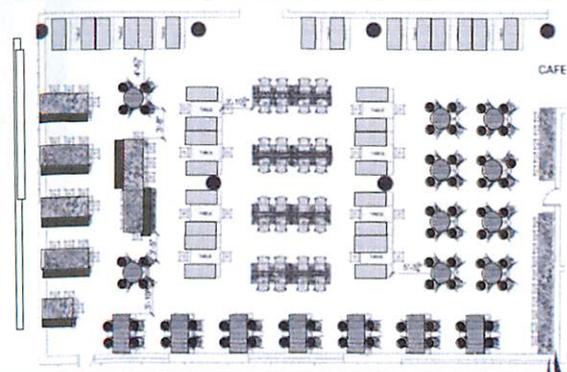


48" & 72" "Picnic" Bench  
Top: Coffee Bean



## Lower Café

cfa | contract furniture alliance



# Executive Summary

Excel is proposing a District-wide energy efficient lighting project designed to generate real dollar savings exceeding the District's payment for the project. This paid from savings project is guaranteed to have ZERO financial risk to the District.

Excel Energy Group, Inc. (Excel), conducted a survey of the **Maryville City Schools** (District) facilities for the purpose of identifying outdated, inefficient, or deteriorated lighting systems and technology. The survey and subsequent evaluation has led us to recommend and propose the following energy saving upgrades to the District's facilities.

- 1) **Lighting Fixture Upgrades** – The upgrading and/or replacement of approximately **12,000** lighting fixtures and associated lamps and ballasts. This is an excellent project primarily because many of the lighting products currently in use are so inefficient. Our program provides the District with the best technology in the country and generates a direct reduction in both electric bills and in lamp and ballast maintenance expense. This project is expected to conservatively generate annual savings of **\$222,069** at a net cost of **\$1,231,701**, with a payback of **5.5 years**. A large portion of the project will improve lighting in areas that have inadequate lighting.
- 2) **Standardization of Lamps and Ballasts** – This project will standardize the lighting products in use across the District's facilities thereby eliminating the need to stock many different lamp and ballast products. Besides spending ZERO dollars in lighting maintenance expense on the fixtures we retrofit for a minimum of three years and virtually no dollars for 6 to 8 years, the District will stock just one major lamp type.
- 3) **Total Package Financing** – Excel will arrange financing with one of our participating district lenders (or any lender of the District's choosing). The estimated rate for Excel customers desiring 100% financing is **1.00 percent over seven years**. With semi-annual payments of **\$91,314 (\$182,627 annually)** the payment for the project is actually less than the projected annual savings (**by \$39,442**), resulting in positive cash flow over the life of the project.
- 4) **Guaranteed Savings** – Excel guarantees this project will generate enough savings to make the District's payment for the project. In addition to the maintenance savings outlined above, the majority of the District's savings will be generated from lower electric bills. The electric bill savings are calculated simply by measuring the actual wattage consumed by each type of fixture before and after the retrofit. The wattage reduction times annual hours per year times the average cost per kWh for electricity charged by the power company divided by 1,000, equals the savings. (See Guarantee Letter.)

The following is the Project Annual Financial Summary:

Scope	Initial Cost	Energy & Demand Savings	Maint. Savings	Annual Labor Savings	Total Savings	Annual Payment	Cash Flow	Payback in year
Lighting	\$1,231,701	\$197,762	\$24,308	\$0.00	\$222,069	(\$182,627)	\$39,442	5.5



# Guarantee Letter EXHIBIT A

B2<sub>2</sub>

If the **Maryville City Schools** ("District") contracts with Excel Energy Group, Inc. ("Excel"), to perform energy-efficient lighting upgrades described in the Executive Summary of this proposal, Excel will guarantee the upgrade will achieve enough energy and operational savings to meet the payment for the project according to the following terms and conditions:

## Measure Specific Guarantee of Savings

- The District signs a purchase order with the prices per unit and quantities.
- The "Baseline Year" against which savings are compared shall be the sum of the following for each type of fixture: The pre-retrofit wattage multiplied by the number of fixtures, multiplied by the hours of operation, multiplied by the kWh rate for electricity divided by 1,000.
- The "Measuring Year" shall be the sum of the following for each type of fixture: The post-retrofit wattage multiplied by the number of fixtures, multiplied by the hours of operation, multiplied by the kWh rate for electricity divided by 1,000.
- "Wattage" for each type of fixture is computed by multiplying the measured amperage for each type of fixture times the voltage for each type of fixture.
- The "Total pre-retrofit wattage" for all fixtures is computed by adding the wattage for each existing type of fixture times the quantity of each type of fixture.
- The "Total post-retrofit wattage" for all fixtures is computed by adding the wattage for each new or retrofit type of fixture times the quantity of each type of fixture.
- Annual "Hours of Operation" shall be for interior lighting **2,167** for primary school, **2,459** for high school, **2,594** for Office Buildings. Exterior lighting is **3,996** and **8,760** for all exit signs. Annual hours for areas controlled by occupancy sensors are 70% of the above deemed hours of operation.
- "Rate of Electricity or kWh rate" is the total electric bill divided by the kilowatt-hour usage (**\$0.1181**).
- Excel will guarantee the DOLLAR savings by the "Measure Specific" method. Excel will measure the pre and post-retrofit amperage in one of each type of fixture. The formula for DOLLAR savings calculations (for each type of fixture) will be: Reduced amps multiplied by voltage, multiplied by the annual hours of operation, multiplied by **\$0.1181** per kWh (rate) divided by 1,000, multiplied by the total number of each type of fixture to calculate the total dollar savings for all fixtures.
- It is agreed the District will save at least **\$24,308** in material replacement savings per year with our retrofit.

Using the terms above, Excel will guarantee the District the following:

If the District finances for 7 years at 1.00 percent per annum or prevailing rate at time of financing, with semi-annual payments in arrears, the District will save enough dollars using the method described above at the end of the measuring year when compared to the Baseline year, so that the savings when combined with the **\$24,308** per year material savings, will equal or exceed the sum of District's semi-annual payments for this upgrade at the end of year one. Excel will reduce the purchase price by any shortfall of computed savings times 7.

G. Scott Caroom  
President  
Excel Energy Group, Inc.

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

The parties agree that all information provided by Excel Energy Group, Inc. to the District is proprietary and confidential and shall not be used or disseminated by the District to any individuals or entities without the express written consent of Excel Energy Group, Inc.



B3

	GCA/ABM	Centaur	PESG	Knox-Blount	SMS	ABBCO
<b>Pricing</b>						
2018	\$661,506.93	\$997,520.00	\$884,569.00	\$975,645.06	\$778,752.00	\$845,578.00
2019	\$674,737.07	\$1,014,976.60	\$884,569.00	\$1,005,819.65	\$778,752.00	\$845,578.00
2020	\$691,605.50	\$1,032,738.69	\$902,269.00	\$1,036,927.47	\$799,476.00	\$858,240.00
2021	\$708,895.64	\$1,050,811.62	\$920,305.00	\$1,068,997.36	\$799,476.00	\$871,110.00
Average	\$684,186.29	\$1,024,011.73	\$897,928.00	\$1,021,847.39	\$789,114.00	\$855,126.50
Hourly	\$16.95	\$35.00	\$16.95	\$19.91	\$16.50	\$16.50