



Performance
Services

KEDC Price Contract: A Method that Works

Kentucky Educational Development Cooperative (KEDC) offers a transparent selection process for guaranteed energy savings contracts that provides Kentucky school districts with a detailed scope and open book pricing upfront, ensuring your district will never overpay for critical facility upgrades that save energy and money.

KEDC Price Contract

A price contract is an alternative construction delivery method that utilizes cooperative purchasing techniques for scale and quality, saving school districts time and money by providing a defined scope before a Guaranteed Energy Savings contract. All price contracts are in accordance with applicable regulations, including insurance and performance bonds for pre-qualified providers and have approval from the KEDC. With a KEDC price contract, school districts will:

- Reduce energy and operating costs
- Improve classroom environmental conditions
- Improve maintenance and operation of facilities
- Reduce carbon footprint and improve environmental factors

Benefits

With a KEDC Guaranteed Energy Savings price contract, School District's can expect:

- Assistance with the BG-1 process
- Detailed engineering design
- Defined scope before a contract
- Open book, transparent pricing
- Flat cost structure without unnecessary markups
- Performance guarantees

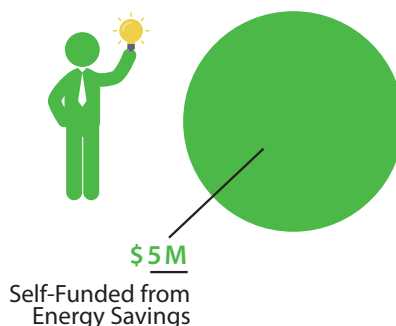
“We found that the KEDC price contract delivery method provided the best bang for our buck. Unlike the traditional process used to execute energy savings projects, the price contract process demands scope details up front and transparent, open book pricing, eliminating unnecessary markups.”

Eric Neff

PERSONNEL DIRECTOR, COVINGTON
INDEPENDENT PUBLIC SCHOOLS

Maximize Bonding and Facility Improvement Capacity

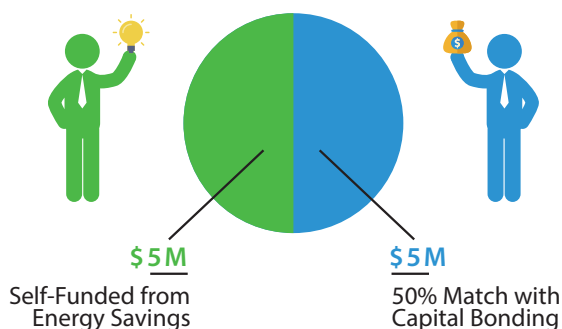
100% Self-Funded Project



Total amount of improvements to District: \$5M*

**No impact to existing bonding capacity*

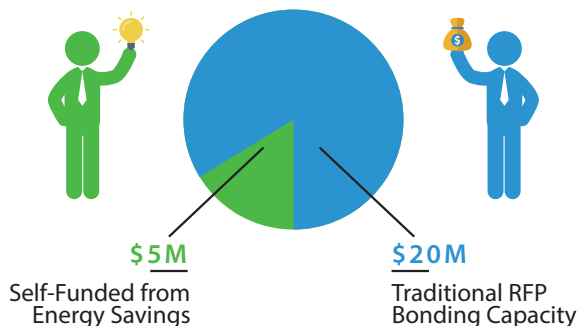
50/50 Match



Total amount of improvements to District: \$10M*

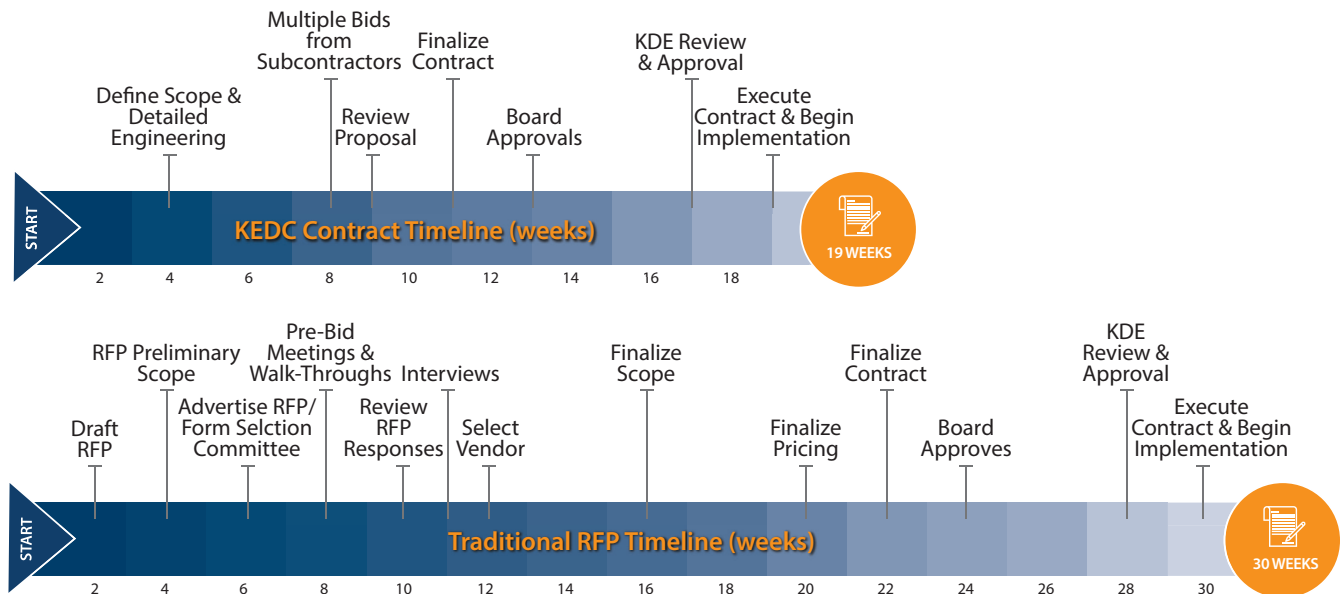
**The District receives \$10M in improvements and only uses \$5M in bonding capacity.*

Increased Bonding for Traditional RFP Improvements



Total amount of improvements to District: \$25M

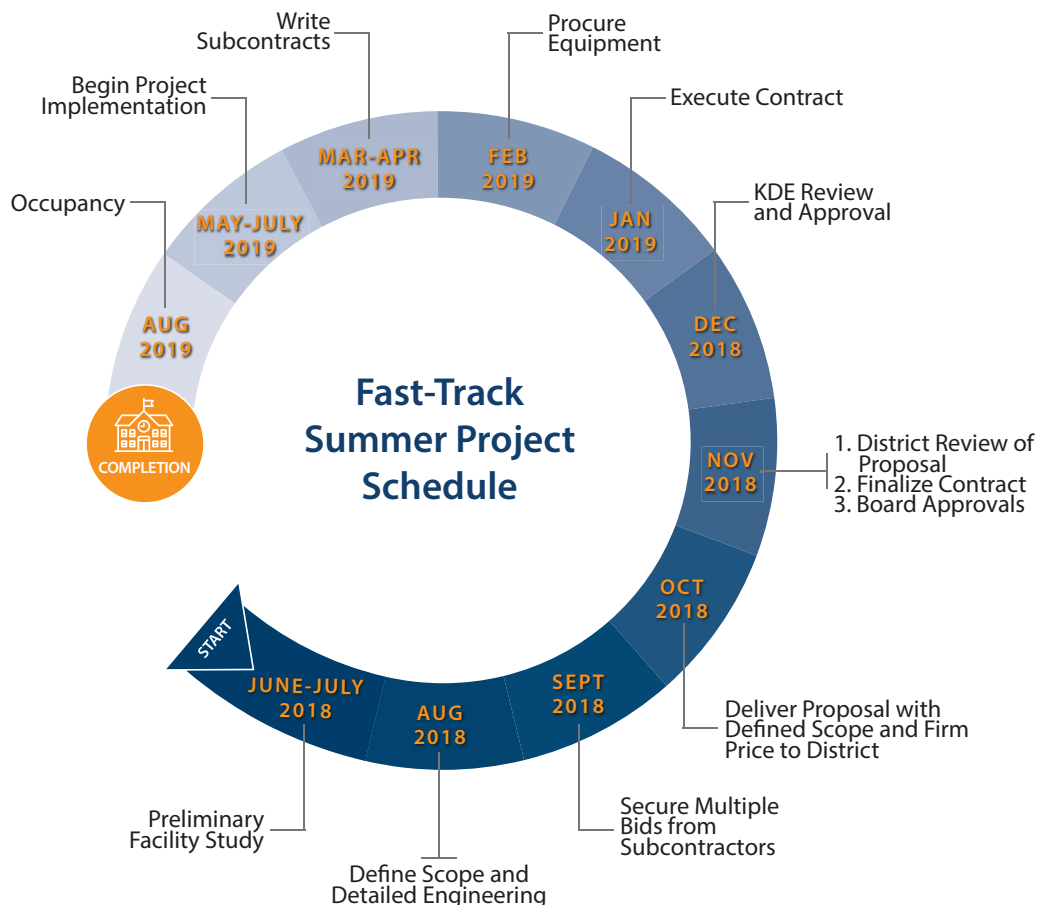
Procurement Process: Predictable, Defined, Streamlined



Fast-Track Summer Projects

With the KEDC price contract, fast-track summer renovations are an efficient and effective way to complete Guaranteed Energy Savings projects while buildings are unoccupied. Begin your project with the end in mind.

Performance Services will handle the following milestones:



Benefits as Compared to Traditional GESC

The KEDC Price Contract offers several benefits that a traditional delivery method does not. Performance Services guarantees measurable results to Kentucky school districts looking to improve facilities, energy efficiency, and the learning environment.

<i>Kentucky Schools Benefits and Considerations</i>	<i>Performance Services KEDC Price Contract</i>	<i>Traditional GESC</i>
Pre-approved, qualified provider eliminates need to issue a new RFP saving the district time and resources	Yes	No
KEDC consultant helps facilitate KDE documents and process	Yes	No
Detailed engineering included with proposal	Yes	No
Multiple contractor bids per trade	Yes	No
Transparent, open-book pricing ensures best value for the district	Yes	No
Well-defined project scope before contract	Yes	No
Firm price with no change orders within agreed to scope of work	Yes	Yes
Flat cost structure with limited mark-ups	Yes	No
Required KDE BG process review and approval	Yes	Yes
Guaranteed utility, water/sewer, and operational savings funds facility improvements	Yes	Yes
Performance guarantees	Yes	Yes

High-Performance Outcomes

Since 1998, Performance Services' specialty is designing and delivering high-quality, energy-efficient schools with optimal learning environments at low operating costs. Our approach includes Owner control of budgets, timelines, and outcomes—made possible due to single-source accountability for design, construction, and performance assurance.



Performance
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Design-Build | Guaranteed Energy Savings | Solar Power

David Dowdell, Business Development Manager

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