



March 2, 2016

As you may know, I made the decision to retire from the Glendale-River Hills and Maple Dale-Indian Hill School Districts March 1st after serving as the Director of Operations for 13 years. Some highlights from my time at the schools, are four passed referendums, two LEED Gold Buildings, and a Sugar Maple School nominated for a Green Ribbon School Award. I will continue to serve on the WASBO Facility Committee and co-chair the Facility Masters Committee.

After spending nine years on the Glendale-River Hills School Board and then working for the schools, it has been one of the most rewarding parts of my entire career. I have very carefully considered and accepted a position as an education consultant with Performance Services, a leading qualified provider of Energy Star certified schools and school facility renovation projects. Over the past 18 years they have developed lasting relationships with more than 100 school districts in Indiana and, more recently, with Illinois and Wisconsin schools.

Over my 21 years in education, I have learned that the most difficult part of contracting for facility projects can be gaining a detailed understanding of pricing and knowing which elements can be negotiated. Performance Services has developed an RFP/Q that provides remarkable visibility into provider quality, vendor independence, and pricing factors that school facility and business managers should expect when evaluating and ultimately selecting a contractor. Regardless of the funding mechanism used for energy-focused renovation projects (Act 32, fund balance, or referendum), finding the right company and having a seamless process with real performance guarantees should be top priorities.

I welcome the opportunity to meet with you to discuss your facility priority needs and explain what I believe to be the myths regarding design-build MEP or performance contracts. I would also greatly appreciate your consideration by adding Performance Services to your energy project distribution list so that we can provide you with the most competitive proposal for your next project. Hope to hear from you soon.

Sincerely,
Jim Beckmann

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