



Siemens Industry, Inc.

City of Troy, New York

Request for Proposal ("RFP") New City Hall Vision

June 28, 2024

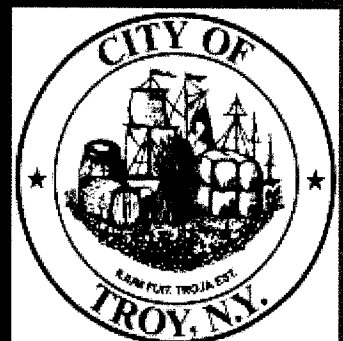




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Cover Letter

June 28, 2024

City of Troy, New York
Nancy Piskutz
Office of the City Comptroller
Bureau of Contracts & Procurement
433 River Street, Suite 5000
Troy, NY 12180

Re: Request for Proposal New City Hall Vision

The Siemens Team is excited to present our response to the New City Hall Vision RFP (Request for Proposals). Our proposal outlines an alternative method, to procure a new city hall under the Energy Performance Contract, program it for 21st century municipal government, while providing the ability to expand services to residents over time.

The alternative method will provide the City flexibility and simplicity to purchase the new building under a municipal Bond issued by Siemens without the requirement of a referendum. The architectural design, programming, fit-up and engineering will be done as an Amendment to existing Energy Performance Contract with Siemens and funded by an off-balance sheet tax exempt municipal lease. This work will include programming more efficient department layouts, energy efficient upgrades to maximize energy savings, CCTV security camera for safety, card access for proper access and routing of visitors and personnel, enhanced indoor air quality, and 21st century office & AV technology.

Siemens and our team of local experts have executed this same process at Rensselaer County. The County used this method to procure and fit-up their new executive offices at 99 Troy Road.


The site selection, procurement, and renovation of the new City Hall facility is quite simple under this method. This project would be simply another amendment supported by the existing cash flow, while adding energy savings, avoided rental fees, triple net costs and avoided capital costs to the overall proforma.

Below is a step-by-step outline of the process.

Alternative Procurement Method

This process can be used for any property the City chooses. Our example assumes the Italian American Center as the preferred location:

- ✓ Finalize site selection.
- ✓ Siemens Finance provides a Bond for the purchase of the facility.
- ✓ Review/approved by Bond Counsel for the purchase of the facility using positive cashflow from previous projects. The same process Rensselaer County used to procure their facility.
- ✓ Complete the purchase of the new building
- ✓ Begin the Design Build process with the City.



Organization Information, Personnel, & Staffing

**Organization Information,
Personnel, & Staffing**

SIEMENS



Organization Information, Personnel, & Staffing

On behalf of Siemens Industry, Inc., Smart Infrastructure, and we are bringing forward our team of qualified partners that created and delivered the "Re-Imagine Rensselaer County Executive buildings".

Our team of local experts, SRA Architects, CHA Engineers, Greco Construction, Martin Electric, Campito Mechanical and Plumbing, and our internal team of specialists programmed enabled the purchase of a new County Office Building and programmed over 200,000 square feet of antiquated office space with 21st century technology and more efficient department layouts to better serve residents while providing more safety for County employees.

We thank you for the opportunity to share what was created for Rensselaer County and our qualifications and expertise serving communities in Upstate New York.

At Siemens, we believe in helping communities create a more "perfect place" – perfectly designed for its purpose. We work with innovative municipalities across New York and the world to develop smarter, more efficient infrastructure that serves all residents in both an environmentally and fiscally responsible way.

Troy aspires to become a Climate Energy Leader that is energy efficient, provides improved core infrastructure, while it improves the ability to serve and support City residents. Our proven holistic turnkey approach to "Transform Troy" City Hall will expedite the development and implementation and align perfectly with your goal for the new City Hall.

Siemens and our team will help you prepare to be the City for the future and enhance your sustainability efforts. Siemens will show you how your infrastructure will improve the lives of all residents. Our team will increase energy efficiency and reduce costs for taxpayers while leading your efforts towards New York's climate and environmental goals.

Siemens is a trusted partner that can work side-by-side with you and draw on our global expertise to find the answers and implement those solutions that allow you to best serve your community.

Our people are our strongest asset, and we are proud to employ more than 3,200 Siemens workers across New York State. Additionally, Siemens is the leading American manufacturer of EV charging equipment. Annually, we invest more than \$6 billion in research and development, allowing us to deliver unique technologies to help our communities reach their environmental and efficiency goals.

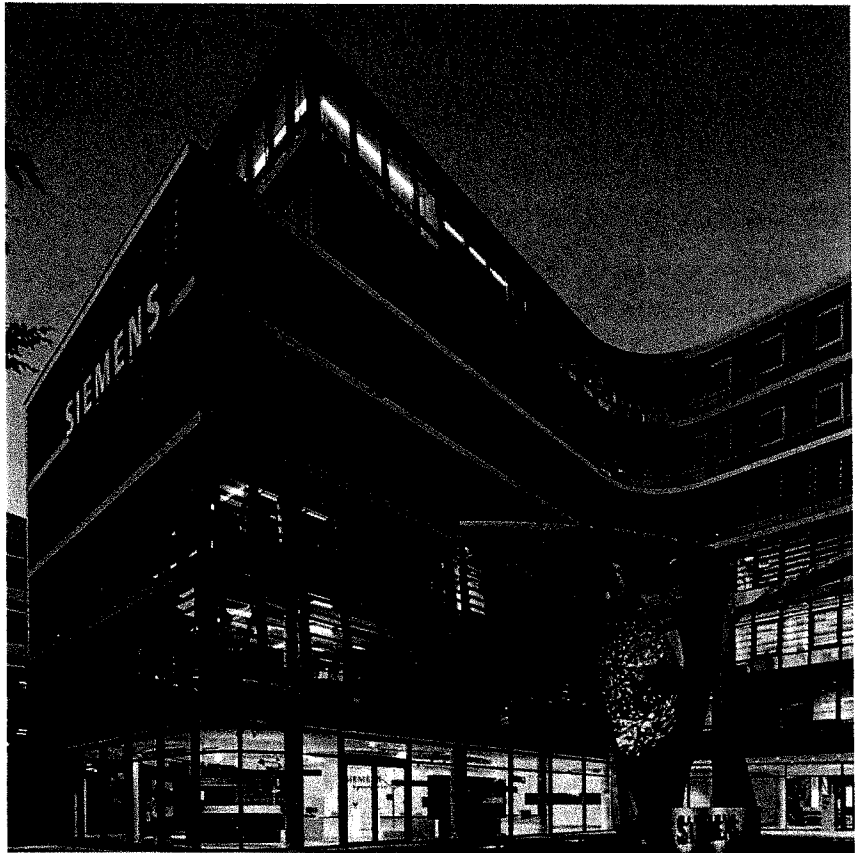


Local In-house Project Team

Account Management

The City of Troy Energy Performance Contract (EPC) amendment will be executed locally by our Energy & Performance Services (EPS) Team, beginning with this proposal development and all the way through the creation design, programming construction, and measurement and verification phases. Siemens' primary point of contact will be **Shadrach Treat** who will ensure that the City is kept up-to-date throughout the project process, and that Siemens' team is meeting scheduled milestones and submitted deliverables. Another key contact will be Senior Account Executive, **Tom Garrett**, who has been with Siemens for 25 years and has over 45 years of industry-related experience. Tom's specialty lies within the municipal arena, and he has received dozens of awards from ASHRAE and the U.S. Department of Energy for his innovative energy projects. Shad,

Tom and the entire project team are supported by our New York Energy and Sustainability Regional Sales Manager, **David Turner**. David will support the efforts of the team throughout the project phases and will ensure seamless transitions are made between all steps of the project, and that Siemens is meeting program goals and targets



Project Development

For this project, Siemens will utilize **SRA Architects** with **CHA Engineering** in conjunction with our local in-house energy engineering staff to anchor the comprehensive energy audit phase of the program. This team has supported many performance contracts for our local government partners in the New York area. Senior Energy Engineer **Subs Bhadra**, a Certified Energy Manager (CEM), will be involved in the audit phase of the City of Troy's City Hall project. The engineering team is managed by **Paul Rogers** who is also a licensed Professional Engineer in New York with over 30 years of engineering experience. This local engineering team is well versed in the requirements of Article 9 of the New York State Energy Law.

Project Implementation

We understand the importance of choosing a company to work with that is knowledgeable about the local construction industry. The construction execution of the project will be led by **Frank Montana**. His extensive management, leadership, communication and planning skills will be a great benefit to the City of Troy during the implementation phase. Once the design and construction phases of your project are complete, an ongoing maintenance services program for the City will be coordinated by **Bryant Jarocki**. Bryant will use his in-depth knowledge of equipment installations, startup, commissioning and preventative maintenance to support the City of Troy's projects. He will design and put in place a maintenance program that addresses such aspects of your project as energy retrofits, mechanical system upgrades and building automation system improvements, to name a few.



Service — SFS is not just a financing source, they are part of the project team focused on delivering the best results for the City.

Funding Experience — SFS has funded over \$400 million in public sector energy conservation projects since 2017.

Specialized Expertise — SFS has a dedicated team specializing in tax-exempt debt for conservation and sustainability type projects.

SFS is able to offer a wide array of finance mechanisms. We understand that there's no "one size fits all" funding mechanism, so our financing experts will help you identify the best fit for your project. In addition to providing tradition finance structures, such as loans, bonds, and leases (with non-appropriation clause), some of our more innovative financing options include:

Operating Leases: This financing vehicle allows customers to use an asset without transferring the rights of ownership. The customer accounts for the agreement as if it were a rental contract. At the end of the lease, the customer has the option to purchase or return the equipment. If they opt to purchase the equipment, the only stipulation is that the price must be in line with the ongoing market price.

DBOOM: A Turnkey Approach to Capital Infrastructure: DBOOM (short for Design, Build, Own, Operate and Maintain) is a turnkey solution that solves the challenges of obtaining and managing utility supply assets. With a DBOOM solution, Siemens develops and commissions the project and retains ownership and operations responsibilities of the assets in place. Organizations benefit from cost effective, reliable on-site utility supply and technical expertise/knowledge without the long-term responsibilities of energy infrastructure ownership. Siemens can support DBOOM solutions for distributed boilers, chiller, CHP, energy storage, microgrid and solar PV technologies.

Service Contracts: Siemens offers non-cancellable service contracts where we retain title to the equipment, and the performance responsibility of the equipment, during the term of the contract. This contractual agreement can be an excellent option when the customer wants to transfer the risks of ownership to Siemens, including maintenance and warranty responsibilities.

Energy Efficiency as a Service Agreement "EEaaS": A service-based contract where Siemens agrees to deliver a certain suite of services focused on delivering energy efficiency and sustainability to the client's operations. Frequently these services require specialized equipment to be installed. Under this model, Siemens would install and own the assets for the duration of the contract. At the end of the initial contract term, the client has the option of renewing, purchasing the assets at fair market value, or returning the assets to Siemens.

To meet the funding challenge associated with the energy transition, several options have emerged that may best support the City. One model, **Energy-as-a-Service (EaaS)**, is finding new importance in providing access to renewable energy as it requires no upfront capital investment. Models like this highlight the importance of public-private partnerships, and when utilized in tandem with community grant programs and energy tax credits, they can help move the nation forward to build the utility infrastructure of the future. Siemens, leading the team as prime consultant and serving as developer that is fronting the capital, and therefore has the capital at-risk, is the party driving the process and directly responsible for managing project implementation and construction activities.

An organizational chart depicting the key team members for the City of Troy project can be found on the following page.



Siemens Industry, Inc.
Smart Infrastructure

PROFILE

David is a business development and sales management executive with 40 years of applied regional, national and global experience in both public and private partnerships for energy efficiency, renewables, microgrids, district energy and Combined Heat & Power (CHP). He is currently focused on the business development, structuring and execution of energy solutions for customers in the Northeast region of the U.S. David is passionately involved in Siemens STEM-to-Workforce Development programs that our supporting our local ecosystems.

CONTACT

Email: davidturner@siemens.com

David Turner

Regional Sales Manager

PROFESSIONAL EXPERIENCE

- Regional Sales Manager, Energy & Performance Services, Siemens Industry, Inc., 2016-Present
- Zone Sales Manager, Building Technologies, Siemens Industry, Inc., 2009-2016
- President, District Energy Solutions, Inc., 2009
- Director, Advanced Utility Solutions, Johnson Controls, Inc., 2005-2008
- General Manager, York Source, York International Corporation, 1995-2005

EDUCATION

- Wellingborough Technical College, England — 4-year Apprenticeship Program, Engineering Drafting and Design
- City and Build of London — 4-year Apprenticeship Program, Metalworking and Advanced Welding



Siemens Industry, Inc.
Smart Infrastructure

PROFILE

Shad leads performance contracting teams in the evaluation, development and execution of energy projects for all vertical markets in New York and Vermont.

CONTACT

Email: shadrach.treat@siemens.com

Shadrach Treat

Account Executive

PROFESSIONAL EXPERIENCE

- Nearly 10 years of experience working as an Account Executive with Siemens specializing in building automation technology, and mechanical and electrical services.
- Over 20 years of experience in energy consulting and technology sales with a focus on state and local government, higher education and K-12.
- Development and oversight of technical and financial options.
- Development and execution of designs and solutions for energy cost reduction projects.
- Key projects include: Rensselaer County (Facilities/WWTP), Van Rensselaer Manor, Hoosick Falls Nursing Home, City of Johnstown, Gloversville CSD, Willsboro CSD, Middlebury College, SUNY Albany, SUNY New Paltz.

BUSINESS ACHIEVEMENTS

- Board of Directors — Vermont Green Building Network
- Volunteer Sponsor — Vermont Lake Monsters
- United Way Campaign Co-Chair Ricoh Corporation

EDUCATION

- Clarkson University — BS, Business Administration and Economics



Siemens Industry, Inc.
Smart Infrastructure

PROFILE

Subs is an astute and versatile PE and CEM professional offering over 12 years of hands-on experience in planning, implementing, and managing projects related to mechanical engineering, energy conservation and operation. Developed over \$100 million energy efficiency projects in the Northeast. Enabling the channel business ecosystem construction, sourcing of suppliers, subcontractors and actively managing them during the engagements; adapting corporate policies to the local context, implementing and enforcing the policies to achieve the business goals; supporting sales activities from RFP to execution to drive P&L, building customer relationships and honoring customer service agreement during the life of the contacts.

CONTACT

Email: subhasis.bhadra@siemens.com

Subs Bhadra, PE, CEM

Senior Energy Engineer

PROFESSIONAL EXPERIENCE

- Directed Project Development and moved projects from RFP to execution, including Investment Grade Audit (IGA), Energy Savings Plan (ESP).
- Successfully developed Solar Project, ~ 4MW, including Helioscope Layouts, Sizing, energy calculations, rebate evaluation & cash flows.
- Led capital upgrade projects ~ \$20 million, supervise junior engineer and review mechanical design.
- Developed energy efficiency projects to reduce facility electricity and gas consumption by 30% to 50% and provide capital upgrades for older buildings.
- Conducted 50+ energy efficiency, waste minimization, and productivity improvement assessments at small to medium-sized manufacturing facilities
- Formulated energy efficiency ideas and prepared energy savings calculations. Submitted technical assessment reports to 50+ industrial/commercial facilities.

EDUCATION

- Fordham University, NY – MBA in Finance
- West Virginia University – MS, Industrial Engineering
- SIT Tumkur, Karnataka, India – BS, Industrial Engineering

CERTIFICATIONS

- Professional Engineer (PE) -Mechanical; Registered by the State of New Jersey (License # 24GE05003400)
- Certified Energy Manager (CEM) – Association of Energy Engineers (CEM # 14086)
- ASHRAE Building Energy Assessment Professional (BEAP)
- LEED GREEN Associate (GA)



Siemens Industry, Inc.
Smart Infrastructure

PROFILE

Bryant develops and estimates large-scale projects; manages Designers, Engineers, and Subcontractors. He also manages profitability and overall project finances. Scott maintains a high level of customer satisfaction by providing Best Total Solutions through the many services that Siemens has to offer.

CONTACT

Email: bryant.jarocki@siemens.com

Bryant Jarocki

Senior Project Manager

PROFESSIONAL EXPERIENCE

- Over 10 years of facilities and project management experience in the industry.
- In-depth involvement in the implementation of equipment installations and renovations.
- Managing financials related to construction and maintenance.

EDUCATION

- BS, Business, Fairleigh Dickinson University Buffalo
- Bergen Community College, Business Management





Office Information Integration

Three-Dimensional Computer Modeling

SRA is at the forefront of utilizing computer capabilities in all facets of the architecture profession. Today it is quite common for many firms to utilize computer-aided drafting and design (CADD), but unfortunately many only utilize it for two-dimensional drafting which is a small step removed from old fashioned drafting boards. Syvertsen Rigosu Architects believes that every building project should be generated as a three-dimensional computer model. A three-dimensional computer model has the following benefits:

- Easier Visualization
- Easily Review Design Solution Alternatives
- The exactness of Construction Drawings

The use of three-dimensional computer-generated modeling allows clients to see and experience first hand what their building or space looks like long before construction documentation has even begun. This has been a tremendous asset to our work since the majority of our clients are not familiar with reading stagnant two-dimensional drawings. We find that when a person can view a three-dimensional computer model and understand the new space that is being created, the person better understands the proposed design solution, and they can better communicate their thoughts and ideas.

Creating a building model in three dimensions is very similar to constructing the building with bricks and mortar. This helps us foresee and address many of the potential conflicts that could occur long before a shovel has touched the ground. The added benefit of producing extremely well thought out and accurate drawings is that excellent drawings lead to well-crafted work.

SYVERTSEN RIGOSU
architects

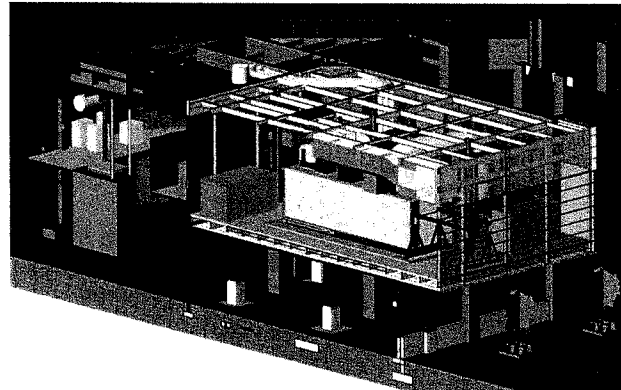


Figure 1: St. Joseph's Hospital Cogen Facility

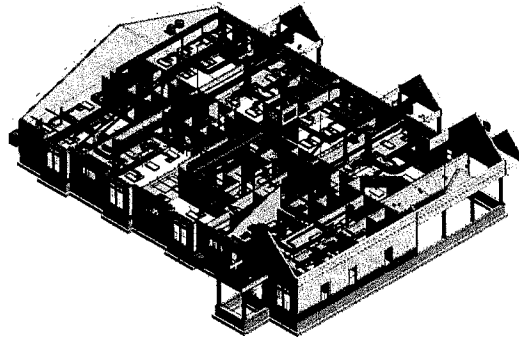


Figure 2: CEO Daycare

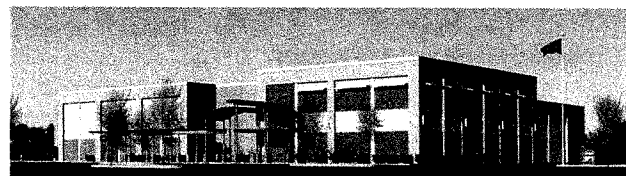


Figure 3: DynaBil Industries – Rendering

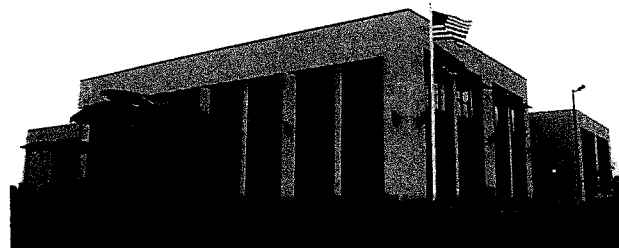


Figure 4: DynaBil Industries - Final Building



Additional Partner Qualifications





Joe Thomson, PE, CEM, DGCP

Project Manager | Mechanical Engineer

Joe has 39 years of experience focusing on energy efficiency and combined heat and power projects for public and private sector clients. He has a well-rounded knowledge of mechanical systems. He has specific experience in delivering projects through performance-based contracts and design-build. Joe's career started as a mechanical systems design engineer and progressed through various technical, project management, and group leadership roles. Representative project experience includes:

Siemens Building Technologies, Inc., Ned Pattison Office Building. Project manager oversaw HVAC/mechanical, fire protection, electrical, civil, fire protection, structural engineering and hazardous material survey for the gut renovation of the county office building.

Siemens Building Technologies, Inc., City of Cohoes City Hall. Project manager oversaw Phase 1 and Phase 2 for MEP design of HVAC upgrades at Cohoes City Hall under Siemens Performance Contract.

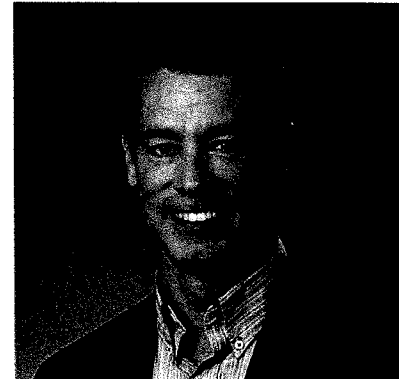
Siemens Building Technologies, Inc., Rensselaer County Courthouse. Project manager oversaw the development of concept level and preliminary design for energy and system upgrades including the chiller, boiler, fan coil control valve, VAV retrofits, pump replacements, AHU and blower coil retrofits, and exhaust fan upgrades.

Siemens Building Technologies, Inc., Troy HUD HVAC Upgrades Analysis. Project manager for analyzing the administration building and options for upgrading the building's HVAC systems. CHA provided TREAT modeling that compared the existing system to the new proposed systems.

Siemens Building Technologies, Inc., Energy Performance Contract. Project manager for the detailed energy audits of buildings totaling 520,000 SF to be used to identify mechanical system Facility Improvement Measures (FIMs).

Albany County, New Family Court Building. QA/QC of a new 80,000 SF courthouse. The design included condensing-type hot water boilers and penthouse-type air handling units. Variable air volume was utilized for public areas and constant volume with courtroom reheat coils.

New York State Office of General Services, Hudson Valley Transportation Management Center. QA/QC engineer for the HVAC design for the Hudson Valley Transportation Management Center. The building is a 74,000 SF multi-story structure comprising a two-story state police post, a five-story main entrance "hub", and a five-story traffic management center. The project included a central boiler and chiller plant, modular air handlers, and a variable air volume system with reheat. The project also included redundant constant volume HVAC systems for critical areas, electronics, communications, operation center, dispatch, and 911 areas.



Education

University at Buffalo, NY, B.S.
Mechanical Engineering
Hudson Valley Community
College, NY, A.A.S. Air
Conditioning Technology

Registration and Certifications

Professional Engineer: AZ, CA, CO,
DC, GA, HI, ID, IN, MA, MD, ME,
NC, NH, NJ, NY (70662), OK, PA,
SC, TX, UT, VA, VT, WA
Certified Energy Manager &
Auditor
Distributed Generation Certified
Professional

Memberships and Affiliations

International District Energy
Association
Association of Energy Engineers
American Society of Heating,
Refrigeration, & Air Conditioning
Engineers
National Council of Examiners for
Engineering & Survey
Niagara Construction Association,
ON





Jeremy Lazzara, PE

Mechanical/Fire Protection Engineer

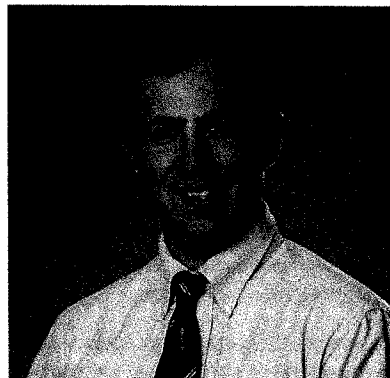
Jeremy has over 18 years of experience in the design and construction and leads our team of mechanical engineers in all aspects of HVAC, plumbing, and fire protection systems for commercial and institutional buildings. He brings a wealth of knowledge regarding energy efficient design with renewable energy including geothermal systems. Jeremy also is adept at energy modeling and the commissioning of mechanical systems for existing and new construction. Representative experience includes:

New York State Office of General Services, Harriman State Office Campus Building 8 and 8A Renovation. Senior mechanical engineer for the renovation of the 602,000 SF, 10-story office building. The project required phased construction to allow the facility to remain operational. CHA provided 100% design documents for the rehabilitation of the 8th and 9th floors. Phase 1 of the multi-phase full building renovation includes architectural, HVAC, electrical, plumbing, and fire protection. The abatement of the 7th floor is also included to serve as a buffer floor between occupied floors and the rehabilitation.

New York State Office of General Services, New York State Department of Transportation Testing Laboratory. Senior mechanical engineer for the design of a new 90,000 SF building to consolidate multiple facilities housing laboratories, offices, breakrooms, storage, cold storage, garages, loading docks, waste rooms, conference rooms, breakrooms, bathrooms, locker rooms, food vendors, security, maintenance, and utilities. The new facility sized and laid out efficiently to offer flexibility to adapt to changes in equipment, processes, staffing, and organizational structure over time.

New York State Office of General Services, State Agency Office Building 4. Senior mechanical engineer to provide mechanical, electrical, lighting, plumbing, and fire alarm services for the gut renovation/fit-out of the 5th and 12th floors. Each floor is approximately 5,700 SF and has been renovated to accommodate a new state agency. CHA designed the base building MEP system modifications to serve the renovated space, including open office space, private offices, conference rooms, storage rooms, and break rooms.

Confidential Client, Manufacturing Facilities Equipment Fit-up. Mechanical engineer for a 350,000 SF manufacturing and office facility constructed in an existing one-story warehouse building. All building HVAC and electrical systems were upgraded. The project included a completely new office area and educational facility where on-site training of 3rd parties takes place. The facility was designed to LEED standards.



Education

Clarkson University, NY, B.S. in
Aero and Mechanical Engineering
Hudson Valley Community
College, NY, A.S. in Engineering
Science

Registration and Certifications

Professional Engineer: AL, FL, ID,
IL, ME, MI, MN, NM, NC, NY
(089429), OR, RI, TN
NCEES Certified Fire Protection
Engineer

Memberships and Affiliations

National Council of Examiners for
Eng. & Survey





Samuel Bennett, PE

Civil Engineer

Sam has over 23 years of experience completing civil and site design work at wireless communications, military, educational, sports, commercial, and manufacturing facilities throughout the northeastern United States. Representative project experience includes:

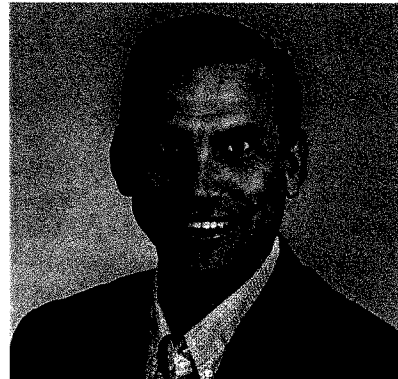
Siemens Building Technologies, Inc., Ned Pattison Office Building. Civil engineer for the gut renovation of the county office building. CHA's scope of services included HVAC/mechanical, fire protection, electrical, civil, fire protection, structural engineering and hazardous material survey.

New York State Office of General Services, New York State Department of Transportation Testing Laboratory. Civil engineer for the design of a new 90,000 SF building to consolidate multiple facilities housing laboratories, offices, breakrooms, storage, cold storage, garages, loading docks, waste rooms, conference rooms, breakrooms, bathrooms, locker rooms, food vendors, security, maintenance, and utilities. The new facility sized and laid out efficiently to offer flexibility to adapt to changes in equipment, processes, staffing, and organizational structure over time.

New York State Office of General Services, Harriman State Office Campus Building 8 and 8A Renovation. Civil engineer for the renovation of the 602,000 SF, 10-story office building. The project required phased construction to allow the facility to remain operational. CHA provided 100% design documents for the rehabilitation of the 8th and 9th floors. Phase 1 of the multi-phase full building renovation includes architectural, HVAC, electrical, plumbing, and fire protection. The abatement of the 7th floor is also included to serve as a buffer floor between occupied floors and the rehabilitation.

New York State Office of General Services, Perry B. Duryea State Office Building Roadways Rehabilitation. Civil engineer for the rehabilitation design of the pavement that had deteriorated and showed slight to severe functional (top-down) distresses indicating the surface pavement had exceeded its intended life cycle. The project restored the pavement ride quality and will prevent further deterioration of the pavement structure.

Rensselaer Polytechnic Institute, EMPAC - Experimental Media and Performing Arts Center. Civil engineer who provided project coordination and preliminary site design for a 400-seat recital hall with a series of 100 to 200-seat black box theaters. This 300,000 SF state-of-the-art performing arts center required extensive utility upgrades to the existing infrastructure.



Education

Clarkson University, NY, B.S. in Civil Engineering

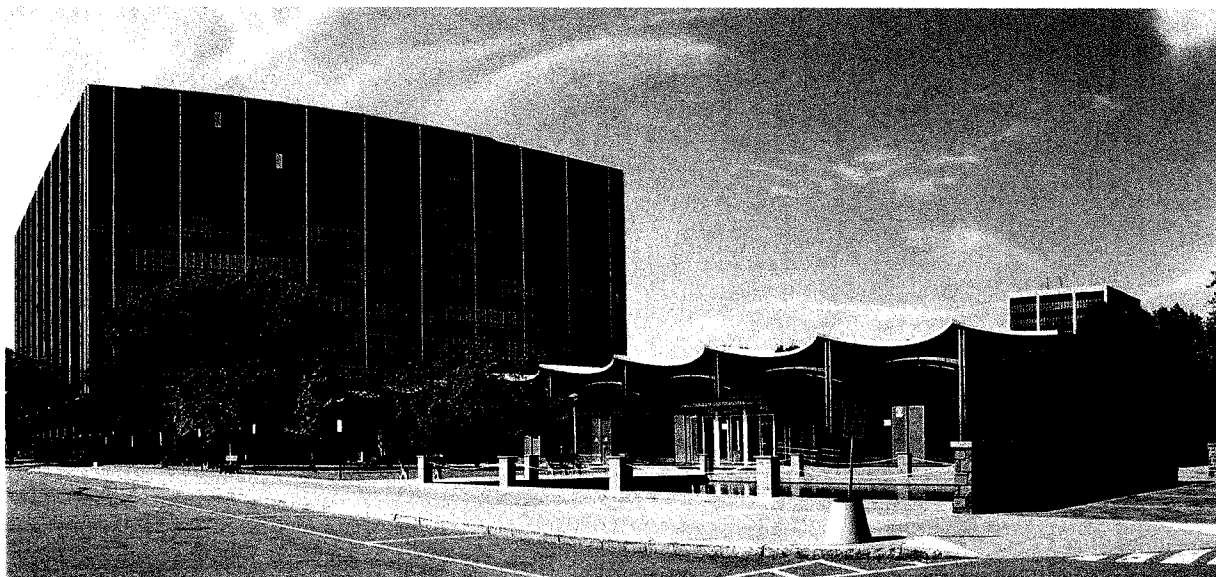
Registration and Certifications

Professional Engineer: NY

Memberships and Affiliations

American Society of Civil Engineers





HARRIMAN STATE OFFICE CAMPUS BUILDING 8 AND 8A RENOVATION

New York State Office of General Services

CHA is currently working on the design services for the Building 8 renovation project, which is located at the Harriman State Office Campus in Albany. Building 8 was completed in the 1960s and is 602,000 SF, comprised of 10-stories supporting the NYS Tax & Finance Department. The construction is budgeted to be \$58 million, with completion of construction by June 2027. This project requires phased construction to allow the facility to remain operational. CHA's scope of services includes architectural, interior design, structural, mechanical, electrical, plumbing, fire protection, fire alarm, hazardous material abatement, civil site, cost estimating, and P6 scheduling.

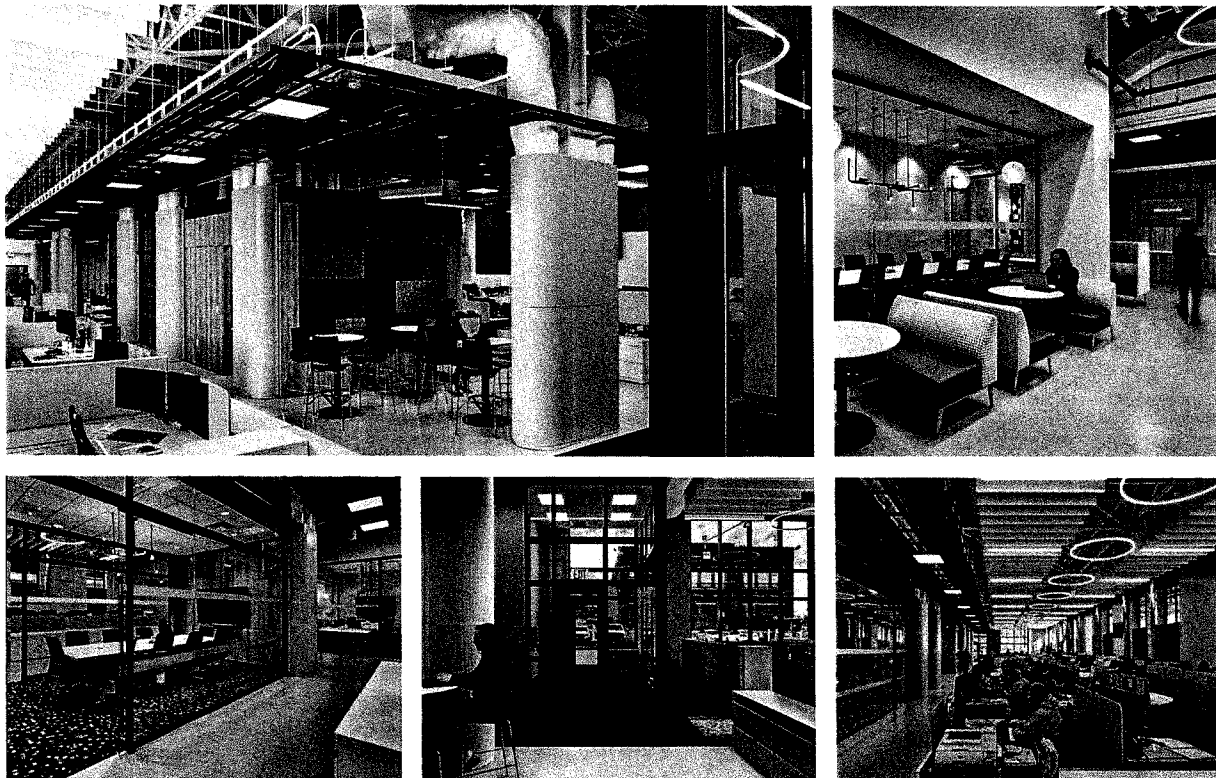
The scope of work entailed a phased approach with the renovation of three unoccupied floors at a time (starting with Floor 7, 8 and 9). The two upper floors would be abated and renovated, with the 3rd or lowest floor acting as a buffer between abatement (renovated floors above and occupied floors below). This building has unique features, such as replacing the existing curtainwall system with new low E, doubled glazing and a curtainwall system that complies with the NYS Energy Code. Improved thermal resistance of the façade has allowed CHA to design smaller, more efficient mechanical systems. The building's existing mechanical system is divided into two 5-story zones: lower floors, ground level, and floors 1 through 4, which are one zone, and floors 5 through 9, which are the second zone. CHA designed a solution that upgrades the systems for Floors 7-9 while keeping Floors 5 and 6 operational. This approach required a very detailed phasing plan for the mechanical systems, as any shutdown would adversely impact lower occupied floors.

Project Location
Albany, NY

Services
Code Review
Architectural
Structural
Mechanical
Electrical
Plumbing
Fire Protection
Environmental
Scheduling – Primavera P6
Cost Management

Contact
Ryan Renak, PE
Office of General Services
(518) 474-1739
Ryan.Renak@ogs.ny.gov





VAN NEST BUILDING OFFICE RENOVATION

Consolidated Edison of New York, Inc.

This project involved full-service design solutions for the renovation and modernization of the 21,000 SF facility. This project exemplifies a remarkable transformation of an aging warehouse facility and commercial test lab into a contemporary and comfortable office environment. Highlighting this project are various unique design features that address issues including Covid-19 responsive design, acoustic concerns in an open office environment, future reconfiguration of office/workstation layout, and increased comfort of its tenants.

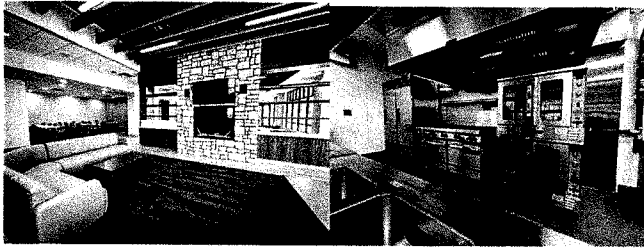
Creating a comfortable work space to enjoy day-in and day-out is essential for productivity and staff retention. This project was able to increase natural daylight through new wall openings of the glass storefront, added wall insulation for thermal comfort, and provide end users with options for size and type of group work space that best suits their needs. This includes shared spaces ranging from large all-staff muster rooms to various sized glass-walled conference spaces to more intimate small group huddle rooms. Offering diverse workspace sizes and types allows for flexibility in how the staff can utilize their facility and provides a level of comfort for people to choose the space that feels best for them to work in.

Project Location
Bronx, NY

Services
Architecture
Civil
Electrical
Mechanical
Structural

Contact
Euk Kwon
Consolidated Edison of New
York, Inc.
(212) 460-2712
kwone@coned.com





Sam Greco Construction Inc, located at 18 Industrial Park Rd., Troy NY 12180

was incorporated in 1977 under the laws of New York State.

The company provides services as General Contracting, Construction Management and Design/Build.

The company has a division that creates and manufactures custom millwork under the name MMC Millwork. MMC Millwork is located in our 43,000 square foot state-of-the-art facility. Sam Greco Construction Inc also owns a 20,000 square foot secure facility in Albany, NY that houses our construction tools and equipment.

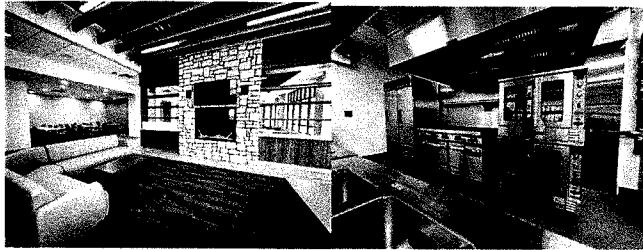


We employ union and non-union workers which consist of carpenters, laborers, painters, millworkers, office administration, project managers, assistants, safety officers, totaling approximately 90 employees.

Sam Greco Construction Inc is signatory with the Laborer's, Carpenter's & Painter's Union. Our employees are qualified 10 and 30 OSHA trained employees.

Sam Greco Construction Inc is EPA Certified and are members of Eastern Contractors Association, North Eastern Sub Contractors Association, National Association of Women in Construction and in good standing NYS DOT.

In accordance with Article 15 of N.Y. Executive Law (also known as the Human Rights Law) and all other State and Federal statutory and constitutional non-discrimination provisions, nor any of our subcontractors shall, by reason of age, race, creed, color, national origin, sexual orientation, military status, sex, disability, predisposing genetic characteristics or marital status refuse to hire or employ or to bar or to discharge from employment such individual or to discriminate against such individual in compensation or in terms, conditions or privileges of employment.

**Software**

Procore – Project Management Software
Sage – Construction Accounting Software'
AutoCad
Windows Operating software on secure Servers
Cabinetvision

Project References

Eastview Dental	Dr. Geoffrey Gamache -ggamache@518@gmail.com
Hometown Dental	TW&A Construction Management - tcw@tw-a-cm.com
	Dave Loucks, Principle, Hyman Hayes Associates
Rensselaer County	Dennis Riguso, Principle, SRA Associates
United Companies	Graham Thompson, Regional Property Manager

Notable Recent Projects

Rensselaer County	\$14,000,000
Columbia Green CC	\$ 7,000,000
Nicole's Kitchen	\$ 2,100,000
City of Troy Senior Center	\$ 1,900,000

Our Mission

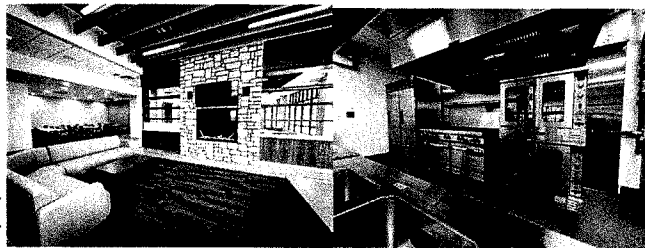
It is our intent to help advance projects through schedule preparation and implementation. We provide subcontractor solicitations, material selection, value engineered suggestions, to ensure your needs and desires are identified for this project. With this first step approach, it is our goal for you, our client, to secure the lowest guaranteed price for construction as quickly as possible so that you do not incur additional unnecessary change orders during the project.

Once the pre-construction phase is completed and all approvals are secured, and drawings are ready for the building department.

- Greco Construction will provide a budget for construction.
- Greco Construction will solicit a minimum of three subcontractor's prices including if required M/WBE and SDVOB (NYS Certified) for construction and request subcontractors to solicit suppliers of the same.
- Greco Construction will thoroughly review all bids and provide you with an outline of bid results. This method results in an "open book" approach and will ensure the most competitive and qualified bids.

Upon project completion, if the overall project cost is below the Budget, you will benefit from the savings, excluding owner directed change orders and unforeseen conditions, by using this process, it will help eliminate finger pointing.

As Greco will be involved with helping on municipal approvals, design, budget, construction, and schedule.



Metal Buildings

Varco Pruden Metal Building distributor and builder

Architectural Millwork

With over 25 professional craftsmen that have over 40 years' experience in the finest interior millwork in the Capital District.

Safety

Safety is our highest priority! We are uncompromising in our commitment to our health and safety of our employees, subcontractor, customers and community. We continually strive to improve our processes, demonstrate leadership and promote comprehensive safety.

Sam Greco III, President
Sam Greco Construction Inc.

Date



Megan Greco Baron

Chief Operating Officer– MS Psychology

Education

Master of Science in School Psychology
The College of Saint Rose, Albany, NY
Bachelor of Arts in Social Science, Cum Laude
Minor-Woman's Studies
Providence College, Providence, RI

Affiliations



NYS Permanent Certification in School Psychology

NY Association of School Psychologists

NYS Notary Public

PSI CHI National Honor Society

National Association of Women in Construction

NESCA

Eastern Contractors Assoc.

Mrs. Greco-Baron has been an instrumental team player in the development and growth of Sam Greco Construction.

Work Experience (partial list)

Sam Greco Construction, Greco Construction Services, LLC & MMC Millwork
18 Industrial Park Rd, Troy, NY
1997 to Present
Human Resources
Office Management
Safety Oversight

Duties Include but not limited to:

Oversight of business operations of all 3 companies

Oversight of accounting department including cash flow, receivables, weekly payroll and payables as well as bank statements and deposits

Provided guidance and implemented systems for all covid related issues office, field, shop, families including testing and reporting procedures.

Implemented systems to exchange information between employees, and link office to field etc. Keep employees abreast of news, safety information etc.

Monitoring of bank statements, all incoming and outgoing correspondence related to the companies, properties, employees etc.

Management of pension and 401k funds including all issues with employees, eligibility, distributions and statement and mandatory reporting.

Management of company benefits including health insurance program, options, renewals and pricing

Accident reporting and follow including workers compensation cases, OSHA reporting.

Management and implementation of required employee trainings, including sexual harassment and record keeping procedures.

Works with trade unions to reduce costs and secure pin-point rebates

Hiring and oversight of our first full time Safety Director in October 2023 which includes weekly collaboration of goals and objectives for our program

Moved company over to a captive insurance program – CRCIC, and now serves as the Underwriting Chair, joining at startup in 2019 as the 4th company, and it has now grown to a 25-plus group of heterogeneous contractors from all over the United States.

Attends 2 CRCIC board meetings per year nationwide and/or internationally

Attends trade group meetings with NESCA, NAWIC

Marketing and Public Relations

Advertising Strategy & Development

**Education**

SUNY, Albany
B.A. Industrial
Science

**Paul Mueller**

Executive Vice President of Construction

Profile

Mr. Mueller brings over 30+ years of experience in all phases of the construction industry. Paul Mueller has an extensive background in the coordination of subcontractors, material ordering, payment & bill processing and estimating. Manages & coordinates day - to - day operations & scheduling of our own work force on multiple projects.

Paul is directly responsible for all aspects of the construction process from estimating to project turn over. He provides extensive experience in estimating, scheduling, value engineering, and bid package/ buy-outs, as well as a liaison with project owners, architects and subcontractors.

Project Experience

(partial list)

Sam Greco Construction, Inc., 18 Industrial Park Rd., Troy NY 12180

Employed; 1991 to present

Positions Held; Assistant Project Manager, Project Manager & Safety Manager
Lovell Safety Management Certification, 10 hour certification

United Group of Companies

RPI Tech Park Properties

Stuyvesant Plaza Complex

Multiple Fit ups

Omni Management

Multiple Fit ups

CHA Technical Services

GE Complex

SUNY Polytech Complex

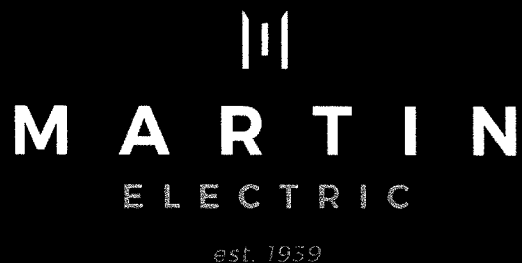
Construction Services

18 Industrial Park Rd

Troy, NY 12180

Tel 518-465-1155 Fax 518-465-3927

www.grecoconstruction.com



CAPABILITIES PROPOSAL

Project name:

TROY CITY HALL

Prepared for: Siemens

Prepared by: Kendra Hart

Submission date: 05/24/2024

Contact Info: kendrah@martinelectric.com

POWERING, PROTECTING AND INNOVATING SINCE 1939





EXPERIENCE & EXPERTISE

Martin Electric is a full service, electrical contracting company founded in 1939. For over 85 years, Martin Electric has built a strong reputation for providing superior quality and customer service to its trade partners throughout New York. Today, Martin Electric is one of the leading electrical contractors specializing in the commercial, industrial, medical, and institutional sectors. We believe our success stems from our mission-motivated, team-oriented approach to project deliveries.

Based upon our outstanding safety record and strong financial position, we are the most dependable electrical contractor in the area. Our experience modification rate (EMR) is a .57 which is well below the industry average. We are capable of bonding a total work program in excess of \$60M and have avoided litigation on all sides through team driven construction.

We specialize in:

— Electrical Installation

- + Power & Distribution up to 34.5kv
- + Fire Alarm
- + CCTV & Card Access Systems
- + Interior/ Exterior Lighting & Control
- + Grounding & Lightning Protection
- + Tel/ Data Communications
- + Generator & Emergency Power
- + Tool Installation
- + Car Charging Stations
- + Solar
- + Energy Management System
- + Ballast & Lamp Replacement
- + Underground Utilities

— Maintenance

- + 24/7 Emergency Service
- + Preventative Maintenance
- + On-site Maintenance
- + Equipment Maintenance & Testing
- + Emergency Power Systems
- + Building Management Systems
- + Arc Flash Hazard Analysis
- + Pole Line Service

— And provide the following consulting services:

- + Preconstruction Services
- + Project Design
- + Project Budgeting
- + Schedule Development
- + BIM Coordination
- + Energy & Sustainability
- + Contingency Planning
- + Disaster Recovery

At Martin Electric, we are on a mission to make a positive difference in the places we work, with the people who entrust us and to the communities we service which is accomplished by our four focus areas of safety, quality, collaboration, and innovation.

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EXPERIENCE & EXPERTISE (CONTINUED)

Innovation is our Method

Martin Electric is on a mission to harness the knowledge from our rich history with the innovation of the new generation where advancements in technology and construction delivery methods are accelerating the construction process. Martin Electric has made investments in Last Planner System; BIM Coordination; and Pre-Fabrication.

BIM Coordination: At Martin Electric, we have found the greatest success in a complete and comprehensive federated model, is when the person closest to the project (e.i. Foreman/ Superintendent) is engaged early and acts as the responsible party for all BIM coordination. Our Foreman/ Superintendent will work closely with our third party modelers to provide them with highly detailed layouts and specifications to model in Revit. A BIM model is only the starting point of our coordinated fabrication workflow process, but also the basis for all installations. Further, acknowledging that the model is not merely a guide but gospel when it comes to installation is the mindset that Martin Electric instills in its personnel.

Pre-Fabrication: In an effort to make each electrician hour on the project site the highest and best use, we have implemented off site manufacturing practices that take time, congestion, and hazards off the project and into a more controlled environment. We have two, 5,000 sqft off-site manufacturing facilities located in Rensselaer and Saratoga Springs, NY where our teams prefabricate light assemblies, support systems, pipe work, cutting and dressing of cables, and rack assemblies.

Collaboration is at our Core.

Martin Electric is committed to a team-oriented approach to project deliveries because we not only believe but have realized the benefits to working in concert with all project participants. Our team has adopted the Last Planner System process in an effort to create and maintain a reliable work flow for the project team. It is important to note, however, that the Last Planner System is most successful when there is buy in from all trade partners.

— **SHOULD** After understanding the projects milestones and phasing plan, Martin Electric's project team will develop a baseline schedule with each activity assigned a predecessor, successor, duration, and resource. The baseline schedule is updated on an as needed basis to include all approved changes.

— **CAN** Once the project is in progress, the team will provide the construction manager a weekly 3-6 Week Lookahead with all constraints clearly identified.

— **WILL** In the weekly coordination meeting/ pull planning session, Martin Electric will communicate their weekly work plan and commitments.

— **DID** Each morning, the Martin Electric team will meet for a daily huddle, to identify what the goal of the day is, based from the weekly work plan. The foreman will monitor the teams progress against the commitments made and communicate any unknown constraints or delays to the construction manager at the end of each day via our Daily Field Reports.

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DESIGN ASSIST SERVICES

Design-Assist Services:

Primary engineering and design remain the responsibility of an outside engineering team with the assistance from our team who bring the field experience to the table. Martin Electric will offer review, suggestions, coordination, management and quality control/compliance. We will provide all CAD & BIM details and elevations for electrical rooms, specialty equipment rough-in, and special systems for approval and distribution to other trades. Our design-assist services may include:

- Provide early review of the specifications and design narrative with appropriate questions and scope clarification
- Provide analysis of all possible scope gray areas in terms of access, feasibility and risk
- Provide review of schematic design while offering suggestions and/or comments regarding past history of similar projects
- Provide potential cost-savings analysis of design and layout of devices
- Provide early coordination with other trades (mostly mechanical)
- Provide light fixture specification analysis and alternatives with various manufacturers for review by the engineer, architect and owner
- Provide detailed layout and dimensions of electrical rooms and panel locations
- Provide trade coordination and overlay drawings for all critical areas with power and special systems
- Provide coordination with owners and owner consultants for all specialty equipment
- Provide as-built drawings while maintaining updated sets throughout the project

Design-Assist Portfolio:

- + Regeneron Pharmaceuticals
- + MetLife
- + Verizon

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CLIENT & COMMUNITY

Our Clients:

Whether working as an electrical contractor for your construction management team, leading the construction team for a specialized design/build project, or providing turn-key solutions, Martin Electric will bring cutting edge installation methods to deliver your project on-time and within budget. Martin partners with a diverse base of clients that include BBL, Turner Construction, Whiting-Turner, LeChase Construction, Regeneron, GLOBALFOUNDRIES, Verizon, MetLife, BelGioioso Cheese among many others. Our clients range from general contractors to end-users as well as engineers, architects, and other trades with requirements across a wide marketplace to include industrial, commercial, education, healthcare, and government. Martin's strategy for success is relationship driven with a focus on early engagement with our customers and end-users to understand the project vision and client's expectations which is proven through our long-standing client relationships, many which span over 40 years!

Our Community

Martin Electric is committed to serving not only its employees and customers but also its community. Martin Electric not only provides financial contributions but also lends its services and expertise in construction to community and civic organizations. Martin employees donate over 500+ volunteer hours a year to not-for-profit organizations in the community. Some of the community and civic organizations that Martin Electric supports include:

- | | | |
|-------------------------------|---------------------------------|--|
| └ Albany Medical Center | └ Ronald McDonald House | └ ConcernsU |
| └ The Ulman Cancer Fund | └ Boys & Girls Club of Southern | └ East Greenbush Youth Soccer Club |
| └ for Young Adults | └ Rensselaer County | └ Ronald McDonald House |
| └ Leukemia & Lymphoma Society | └ Unity House | └ East Greenbush Police and Fire Dept. |

Diversity & Inclusion

Our People. Our Differentiation. At Martin Electric, we strive to innovate every day both in the office and in the field whether it be developing a new installation technique, problem solving, or management tactic. We recognize that the ability to innovate comes from collaborative thinking among different perspectives, beliefs, experiences, and passions which is why Martin Electric is committed to fostering an inclusive workplace and diverse workforce.

We are proud to partner with other DBE/MBE/WBE firms such as:

- | | | |
|------------------|------------------------------|-------------------------|
| └ Burt Crane | └ Access Safety Products Inc | └ Holbrook Plastic Pipe |
| └ EDGE Global | └ MRS Electrical Supplies | └ Supply, Inc |
| └ Agile Sourcing | └ Rand & Jones | └ DynoGroup |

While construction is one of the slowest industries to improve diversity ratios, our company is working to change these statistics. Together with the Journeyman Apprentice Training Committee (JATC) we implemented a Diversity Initiative which encourages, promotes, and supports minorities in the Local 236 electrical union - one of few in the country.

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OUR CONDUIT TO SUCCESS



1 → ASSEMBLE THE TEAM

During the bid stage, we establish a preliminary project team which is then refined upon award. We believe it is important for the project team to be involved from the beginning of the project to provide insight from a design to build standpoint and to avoid missed communication between the office and field once the job has commenced.



2 → PRE-PLANNING

"Failure to plan, is planning to fail" is our motto at Martin Electric. We believe strongly in making an initial investment to pre-plan in order to avoid discrepancies and delays in the field which will have a more serious impact on the success of the project. All facets of the project team from purchasing & warehousing to project managers and field foreman and our trade partners are involved in this process.



3 → SAFETY ANALYSIS

With an understanding of the project and site, our Safety Committee and project team will conduct a job hazard analysis and document a site specific safety program and injury and illness prevention program. Job hazard analysis and pre-task planning will be performed daily. A "Safety Steward" will be designated for 1 in 5 electricians on site. Our "Safety Stewards" are responsible for ensuring safe work practices are adhered to at all times.



4 → SET GOALS

We believe that success is accomplished when everyone on the project team is working toward the same goal. What is acceptable and/or reasonable to one person may not be for another, so it is very important at this stage to set and document expectations and goals with the project team, to include all external partners. Project goals will be made for all facets of the project such as safety, budget, quality and schedule.



5 → DEVELOP WORK FLOW

In an effort to ensure timely delivery of the project, we dedicate a Project Scheduler who is responsible for creating and maintaining the project schedule. Inevitably, there will be controllable and uncontrollable variables that impact the project schedule. It is our goal to proactively avoid controllable project delays by understanding the critical path items and using the project schedule as a tool.



6 → CONSTANT CONTACT

Communication is the key to a successful project and partnership. Most issues arise due to a lack of communication which can be easily avoidable. It is our commitment to provide open and honest communication throughout the duration of the project. It is our company policy that all customer correspondence must be responded to by end of work each day.

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CLIENT SUCCESSSES

BELGIOIOSO CHEESE, New 96K SQFT Manufacturing Facility

Customer:
LeChase Construction

End-User:
BelGioioso Cheese

Duration:
10 Months

In partnership with LeChase Construction, our team successfully completed a design-build project for a new 96,000 square foot greenfield manufacturing facility for BelGioioso Cheese that would serve to produce mozzarella and other world-renowned cheese products. BelGioioso Cheese, a Green Bay, Wisconsin-based company owns and operates nine manufacturing plants between Wisconsin and New York and distributes their products internationally.

THE SOLUTION

In an effort to better understand the project vision and objective, Martin's team members, Pat Galgay and Tony VanSchaack, flew out to Wisconsin to meet with the owners and department heads to better understand their process and tour their facility.

"This proved to be an invaluable experience as the visit allowed us to understand just how dedicated they are to their product and the high level of quality they expect" says Pat. Other key take-a-ways from the site visit that we incorporated into our design and built around included:

1. Installation procedures for ease of cleaning to meet FDA requirements
2. Installation procedures for future expansion and flexibility
3. Installation for maintenance and replacement

Due to their unique and specific operational needs, we determined this was likely to be an agile construction delivery which guided us in resourcing the job appropriately. It was imperative that we selected a strong foreman who could effectively manage change and work collaboratively with all project participants and foreman, Geoff VanSchaack did just that.

In 10 months, the team delivered the infrastructure and utilities that would allow for uninterrupted operation with zero recordable safety incidents.

SERVICES PROVIDED

- + Preconstruction Services (design, budget, schedule)
- + 2500 KVA 13.2KV-480/277 pad mounted transformer
- + 3000 Amp 480/277 3-Phase 4-Wire Switchboard
- + 1600 Amp 480/277 3-Phase 4-Wire Switchboard
- + 12- Distribution panel boards
- + 6-stepdown transformers
- + 275KW outdoor genset w/ dual breaker configuration
- + Under power and control PVC conduit pathways
- + Above grade and surface mounted PVC pathways

**SERVICES PROVIDED (CONT.)**

- + Copper feeders and branch circuits throughout
- + Roof mounted mechanical equipment
- + 127-LED High-Bay Lights
- + 70- Vaportight LED Lights
- + Lighting Controls
- + Process equipment power and controls

REFERENCE

+ **Andrew McKay**
Sr. Project Manager
LeChase Construction
220 Harborside Dr.
Schenectady, NY 12305
P: 518-388-9200
C: 518-703-0312
E: andrew.mckay@leCHASE.com

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CLIENT SUCCESSES

RIVER'S CASINO

Customer:
Norwood-LeChase

End-User:
River's Casino

Duration:
10 Months

The goal of the River's Casino & Resort project was to re-purpose an abandoned brownfield site in an effort to revitalize the City of Schenectady to attract visitors and act as a catalyst for future development within the local community. As Governor Andrew M. Cuomo stated "we are showing off the best of the Empire State while attracting new visitors, boosting tourism, and helping support and strengthen our local communities."

Cuomo also had another goal for the Galesi Group in the development of River's Casino & Resort, as a contingency to the licensure, a goal of 30% MWBE participation for construction spending. As a certified WBE with a bonding capacity of \$30M, there was no contractor more qualified to complete the job and meet the Governor's goals than Martin Electric.

River's Casino & Resort is a state of the art entertainment venue, featuring 1,150 slot machines, 67 table games and 15 poker tables, in addition to: 13,000 square-feet of multi-purpose meeting space, convention and banquet space; Van Slyck's bar and lounge equipped for entertainment; Dukes Chophouse to provide an upscale dining option to guests; food court with a plethora of food options; Splash Spa; and a 165-room hotel.

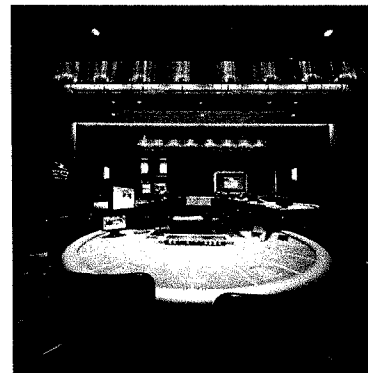
THE SOLUTION

Martin Electric was awarded the electrical contract in late March 2016 and by February 8, 2017, Martin Electric had successfully turned on the casino for the grand opening. During the 10-month period, the Martin Electric team worked diligently to provide and install normal and emergency power to include the installation of 1,500kw generator and UPS system, intricate lighting and controls, fire alarm, security, and communications.

The Martin Electric team worked in collaboration with Norwood- LeChase and the other trades to maintain the project schedule while incorporating over 15 significant design changes to the facilities. With over 1,000 construction workers, this was a difficult task for which the success of the project hinged. Martin Electric, along with the other trades, provided BIM coordination services in conjunction with collaborative meetings in an effort to assist the project team in resolving clash detection prior to installation, which ultimately enabled the project to maintain schedule.

This project can be analyzed most accurately as a base build project from the exterior site work to inside power and distribution, life safety, data management, business management, lighting and device installation and then transitioning to the more in-depth projects associated with the different facilities that exist inside the building, i.e. four restaurants, two bars, a banquet facility, a spa, a parking garage, the entire hotel facility and much more.

While our work at the casino may be best shown off in the intricacy of the lighting fixtures, our value added began underground where we ran thousands of feet of conduit to power this one of a kind facility in Schenectady, NY.



SERVICES PROVIDED

- + Temp Power
- + Power & Distribution
- + Lighting
- + Site Lighting
- + Lighting Controls
- + Fire Alarm
- + Security
- + Communications
- + BIM Coordination
- + Emergency Backup

REFERENCE

- + **Ryan Faulkner**
Project Executive
LeChase Construction
1473 Erie Blvd.
Schenectady, NY 12305
P: 518-388-9200
C: 518-703-0312
E: Ryan.Faulkner@lechase.com

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**PETER J. CAMPITO, P.E.****LICENSES**

Professional Engineer, State of New York

Class A Plumbing License no. PLB21-110

EMPLOYMENT HISTORY

1997 – Present **Campito Companies**
Latham, New York, President

Responsible for general management associated with mechanical construction, engineering, and real estate management for commercial, institutional, and industrial projects and properties.

Representative Construction Projects:

Center for Medical Science
Albany, New York

St. Peter's Hospital Pavillion
Albany, New York

Representative Engineering Projects:

NYS Dormitory Authority Headquarters
Albany, New York

Glens Falls Hospital Renal Center
Glens Falls, New York

Representative Property Management Facilities:

Office of the State Comptroller Data Center
North Greenbush, New York

Kaman Industries Distribution Center
Latham, New York

1989 – 1997 **Campito Plumbing & Heating, Inc.**
Latham, New York, Director of Engineering

1986 -1989 **Crozier Associates, P.C.**
Albany, New York, Director of Engineering

Supervised in-house engineering and drafting projects on various commercial and institutional projects. Coordinated staff activities to ensure timely completion of projects. Staff activities included load calculations, HVAC duct and piping design and sizing, plumbing design and sizing, code compliance, equipment selection, drafting, drawing review, and coordination with other disciplines. Representative projects included *Pool Addition at Albany YMCA, Page Avjet Building, Albany County Arena (Pepsi Arena), Farm Family Insurance (Thermal Ice Storage System), 100 State (chilled water plant retrofit), Renovation of Science Building at College of St. Rose, Data Entry Center for the Office of State Comptroller (North Greenbush, N.Y.)*



Financial Ability

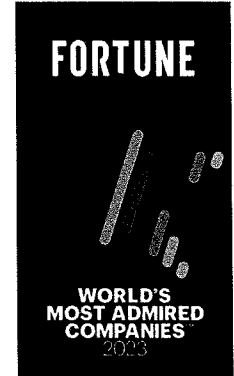
Siemens Industry, Inc. (SII) is a wholly owned subsidiary of Siemens Corporation whose ultimate parent company is Siemens AG. S&P Global Ratings announced that it has upgraded its long-term issuer rating on Siemens AG to AA- from A+, the outlook remaining stable. According to S&P Global Ratings, "Siemens AG continues to successfully transform its industrial portfolio by focusing on high margin businesses that have leading market positions and benefit from secular trends like digitalization and decarbonization, while also divesting its lower margin or more volatile businesses."

On June 19, 2023, the rating agency Moody's had already upgraded its rating for Siemens AG to "Aa3 with a stable outlook" from A1. Moody's rationale for the upgrade was primarily based on the company's business profile having become more robust. In its latest credit opinion, Moody's stated that, through ongoing portfolio optimization efforts, Siemens has shifted its focus to businesses with strong underlying growth prospects and increased the share of more stable and recurring revenue in its business mix.

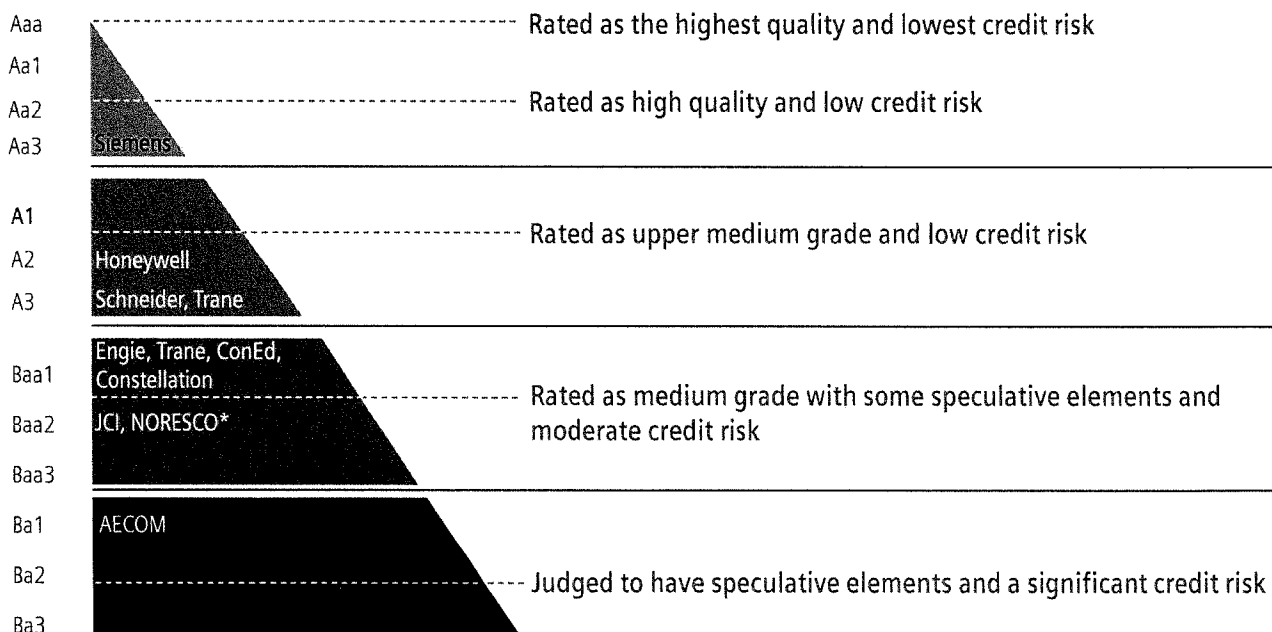
In 2023, for the 8th consecutive year, Siemens was ranked in our peer group by Fortune magazine as one of the "World's Most Admired Companies".

Siemens provides industry leading experience intelligently connecting energy systems, buildings, and industries, enhancing the way we live and work to significantly improve efficiency and sustainability worldwide. Siemens is fully bonded, and its subsidiaries employ approximately 320,000 people worldwide, over 50,000 industry professionals throughout the U.S. (alone). For nearly 40 years, Siemens has provided innovative services and solutions to support the execution of business strategies, complex energy transactions, sustainability planning, asset development, and operations in over 50 countries on six continents.

This experience enables Siemens to offer a sophisticated and insightful perspective on energy markets around the world. To view the 2023 Annual Report in its entirety, or to obtain additional financial information, please visit our website at www.siemens.com and go to the "Investor Relations" link then select the Annual Reports under Related Information.



Siemens has the strongest financial position in the industry



Moody's Credit Ratings

Updated May-2024

*ratings based on parent company, Carrier Global

Ameresco and ABM not rated by major credit agencies



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3. Consolidated Statements of Financial Position

(in millions of €)	Note	Sep 30, 2023	Sep 30, 2022
Assets			
Cash and cash equivalents		10,084	10,465
Trade and other receivables	8	17,405	16,701
Other current financial assets	9	10,605	9,696
Contract assets	10	7,581	7,559
Inventories	11	11,548	10,626
Current income tax assets		1,363	1,432
Other current assets	11	1,955	1,935
Assets classified as held for disposal		99	413
Total current assets		60,639	58,829
Goodwill	3, 12	32,224	33,861
Other intangible assets	3, 13	10,641	12,196
Property, plant and equipment	13	11,938	11,733
Investments accounted for using the equity method	4	3,014	4,955
Other financial assets	14, 23	22,855	25,903
Deferred tax assets	7	2,231	2,459
Other assets		1,523	1,565
Total non-current assets		84,428	92,673
Total assets		145,067	151,502
Liabilities and equity			
Short-term debt and current maturities of long-term debt	16	7,483	6,658
Trade payables		10,130	10,317
Other current financial liabilities		1,601	1,616
Contract liabilities	10	12,571	12,049
Current provisions	18	2,320	2,156
Current income tax liabilities		2,566	2,381
Other current liabilities	15	8,182	7,448
Liabilities associated with assets classified as held for disposal		50	61
Total current liabilities		44,901	42,686
Long-term debt	16	39,113	43,978
Provisions for pensions and similar obligations	17	1,426	2,275
Deferred tax liabilities	7	1,655	2,381
Provisions	18	1,794	1,857
Other financial liabilities		1,453	1,867
Other liabilities		1,666	1,654
Total non-current liabilities		47,106	54,011
Total liabilities		92,007	96,697
Equity	4, 19		
Issued capital		2,400	2,550
Capital reserve		7,411	7,174
Retained earnings		36,874	38,959
Other components of equity		2,282	6,159
Treasury shares, at cost		(1,177)	(5,948)
Total equity attributable to shareholders of Siemens AG		47,791	48,895
Non-controlling interests		5,270	5,910
Total equity		53,060	54,805
Total liabilities and equity		145,067	151,502



5. Consolidated Statements of Changes in Equity

	Issued capital	Capital reserve	Retained earnings	Currency translation differences	Equity instruments	Derivative financial instruments	Treasury shares at cost	Total equity attributable to shareholders of Siemens AG	Non controlling interests	Total equity
(in millions of €)										
Balance as of October 1, 2021	2,550	7,040	39,607	(40)	(13)	(179)	(4,804)	44,160	4,831	48,991
Net income	-	-	3,723	-	-	-	-	3,723	669	4,392
Other comprehensive income, net of income taxes	-	-	(562)	6,346	1	45	-	5,830	781	6,611
Dividends	-	-	(3,215)	-	-	-	-	(3,215)	(354)	(3,569)
Share-based payment	-	83	(69)	-	-	-	-	14	-	14
Purchase of treasury shares	-	-	-	-	-	-	(1,588)	(1,588)	-	(1,588)
Re-issuance of treasury shares	-	45	-	-	-	-	444	490	-	490
Disposal of equity instruments	-	-	(41)	-	-	-	-	(41)	-	(41)
Transactions with non-controlling interests	-	6	(153)	-	-	-	-	(146)	(19)	(166)
Other changes in equity	-	-	(331)	-	-	-	-	(331)	3	(328)
Balance as of September 30, 2022	2,550	7,174	38,959	6,306	(12)	(134)	(5,948)	48,895	5,910	54,805
Balance as of October 1, 2022	2,550	7,174	38,959	6,306	(12)	(134)	(5,948)	48,895	5,910	54,805
Net income	-	-	7,949	-	-	-	-	7,949	579	8,529
Other comprehensive income, net of income taxes	-	-	(100)	(3,881)	(41)	45	-	(3,977)	(589)	(4,566)
Dividends	-	-	(3,362)	-	-	-	-	(3,362)	(400)	(3,762)
Share-based payment	-	176	(46)	-	-	-	-	130	-	130
Purchase of treasury shares	-	-	-	-	-	-	(884)	(884)	-	(884)
Re-issuance of treasury shares	-	57	-	-	-	-	445	502	-	502
Cancellation of treasury shares	(150)	-	(5,061)	-	-	-	5,211	-	-	-
Disposal of equity instruments	-	-	14	-	-	-	-	14	-	14
Changes in equity resulting from major portfolio transactions	-	-	(1,553)	-	-	-	-	(1,553)	-	(1,553)
Other transactions with non-controlling interests	-	3	71	-	-	-	-	75	(267)	(193)
Other changes in equity	-	-	3	-	-	-	-	3	37	41
Balance as of September 30, 2023	2,400	7,411	36,874	2,425	(53)	(89)	(1,177)	47,791	5,270	53,060

Firm Projets & References



Firm Projects & References

SIEMENS



Firm's Projects & References

Work Experience

As an ESCO In the U.S., Siemens has developed and constructed more than 1,300 guaranteed energy savings projects as performance contracts over the past 30 years and helped our customers realize more than \$2.7 billion in energy savings. In New York, Siemens has been providing performance contracting services since 1995. On average, our customers realize 119% of predicted savings and our shortfall payments to customers are less than 0.5% of the gross value of our savings guarantees.

On the following pages we include reference information for several of our local government performance contracting customers. These references are an accolade to our successful performance contracting partnerships in New York. We would very much like to partner with the City and support you in taking advantage of the newest technologies that Siemens has to offer and new opportunities offered through federal infrastructure investment.

The table to the right summarizes the local government guaranteed performance contracting projects that have been executed by our New York offices for the past 20 years. Since entering the performance contracting arena in 1995, our local offices have executed over \$785 million in energy performance contracts, over one-third of this has been for local government, our largest vertical market, and many of these customers invited Siemens back to perform additional phases due to our superior project planning, execution, and ongoing customer service.



Fiscal Year	# of Local Govt. PC Contracts	Total Contract Value	Average of Value
2000	1	\$2,999,618	\$2,999,618
2001	10	\$19,218,289	\$1,921,829
2002	2	\$2,896,943	\$1,448,471
2003	3	\$18,781,884	\$6,260,628
2004	2	\$6,264,017	\$3,132,008
2005	2	\$14,987,440	\$7,493,720
2006	1	\$1,426,369	\$1,426,369
2007	1	\$1,511,741	\$1,511,741
2008	8	\$12,488,343	\$4,162,781
2009	2	\$5,898,706	\$2,949,353
2010	3	\$14,523,164	\$4,841,055
2011	6	\$14,366,244	\$2,394,374
2012	6	\$28,412,033	\$4,735,339
2013	2	\$25,050,887	\$12,525,443
2014	3	\$14,951,381	\$4,983,794
2015	2	\$9,172,301	\$4,586,150
2016	1	\$1,912,477	\$1,912,477
2017	2	\$13,543,515	\$6,771,757
2019	3	\$12,280,767	\$4,093,422
2021	5	\$33,696,689	\$6,739,338
2022	6	\$55,448,508	\$9,241,417



\$12.5M
Project Cost

Contact Information

Jim Gordon
Director Central Service
(518) 3270-2900
jgordon@rensco.com

3 Phases

\$2.4M
Actual Savings

Improvement Measures

- New APOGEE Energy Management System
- Replacement of 30-ton rooftop unit
- Demand Controlled Ventilation
- New Natural Gas-fired Hot Water Heater
- New Space Heater Boilers with Condensing Units
- Lighting Upgrades
- Weatherization Improvements
- New 230 kW Diesel Emergency Generator
- Unoccupied Temperature Set Back
- Frequency Drive Upgrades
- Time-Of-Day Scheduling

PERFORMANCE CONTRACTING REFERENCE

Rensselaer County

Troy, NY

The first phase of our project with Rensselaer County involved energy efficiency improvements to the County's Municipal building. This was followed by improvements in the operation and capacity of the WWTP. Siemens developed solutions to resolve issues with the existing sludge reduction process, which included the conversion of three sludge holding tanks to anaerobic digesters. The Phase 2 aspect of the project involved Siemens' advanced solution for sludge disposal whereby a natural gas/methane direct-fired sludge dryer was installed. This device eliminates the need for landfill space or off-site removal, saving the sewer district in excess of \$1 million per year. A third phase just yielded \$1.3 million in actual savings after the first year of the guarantee.



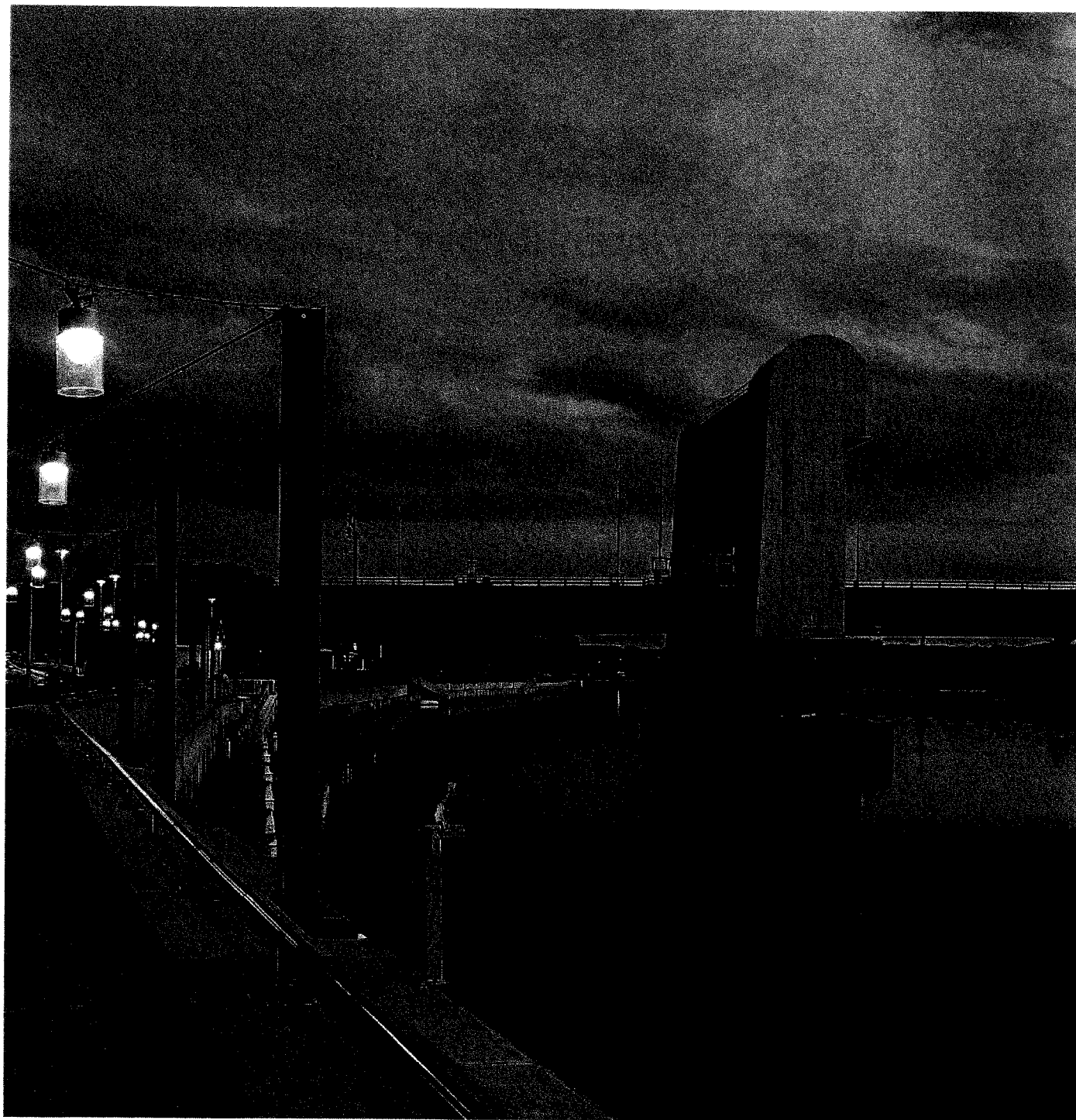
Proposed Commission Structure

SIEMENS



Proposed Commission Structure

Siemens is proposing an alternative plan. This plan does not include a commission structure. The City will utilize the existing Article 9 Energy Performance contract already in place with Siemens to execute the plan as outlined in our cover letter.



Professional Licenses and Certificates

SIEMENS



Professional Licenses and Certificates

NAESCO Accreditation

Siemens Industry, Inc. is one of the most recognized and highly accredited energy service companies in the industry. Accredited since 1996, Siemens holds NAESCO accreditation as an Energy Service Provider (ESP), the highest obtainable level of accreditation in the industry. In order to receive NAESCO accreditation, Siemens had to prove compliance with a set of ethics, as well as provide a significant number of project and customer-related information to verify its competency in project development, energy engineering, project implementation and financial solutions. The accreditation confirms that the governing board of the energy services industry recognizes Siemens as a reliable, ethical provider of energy products and services. Below is a copy of our current Certificate of Accreditation.





Certified

ASHRAE

Score Report



Building Energy Assessment Professional Examination

BHADRA, SUBHASIS
1234 RICHMOND ROAD
MAHWAH, NJ 07430
UNITED STATES OF AMERICA

CANDIDATE ID NUMBER: **AB8177033**
EXAMINATION DATE: **6/1/2016**
CONTROL ID: **3087990**

Congratulations. You have **passed** this examination.

Content Area	Your Score / Max Score
1. ASSESSMENT PREPARATION AND MANAGEMENT	8/12
2. PRELIMINARY ANALYSIS OF BUILDING PERFORMANCE DATA	10/15
3. ON-SITE BUILDING ASSESSMENT	29/41
4. ANALYSIS AND PRIORITIZATION	14/24
5. COMPLETION ACTIVITIES	7/08
Total	68/100

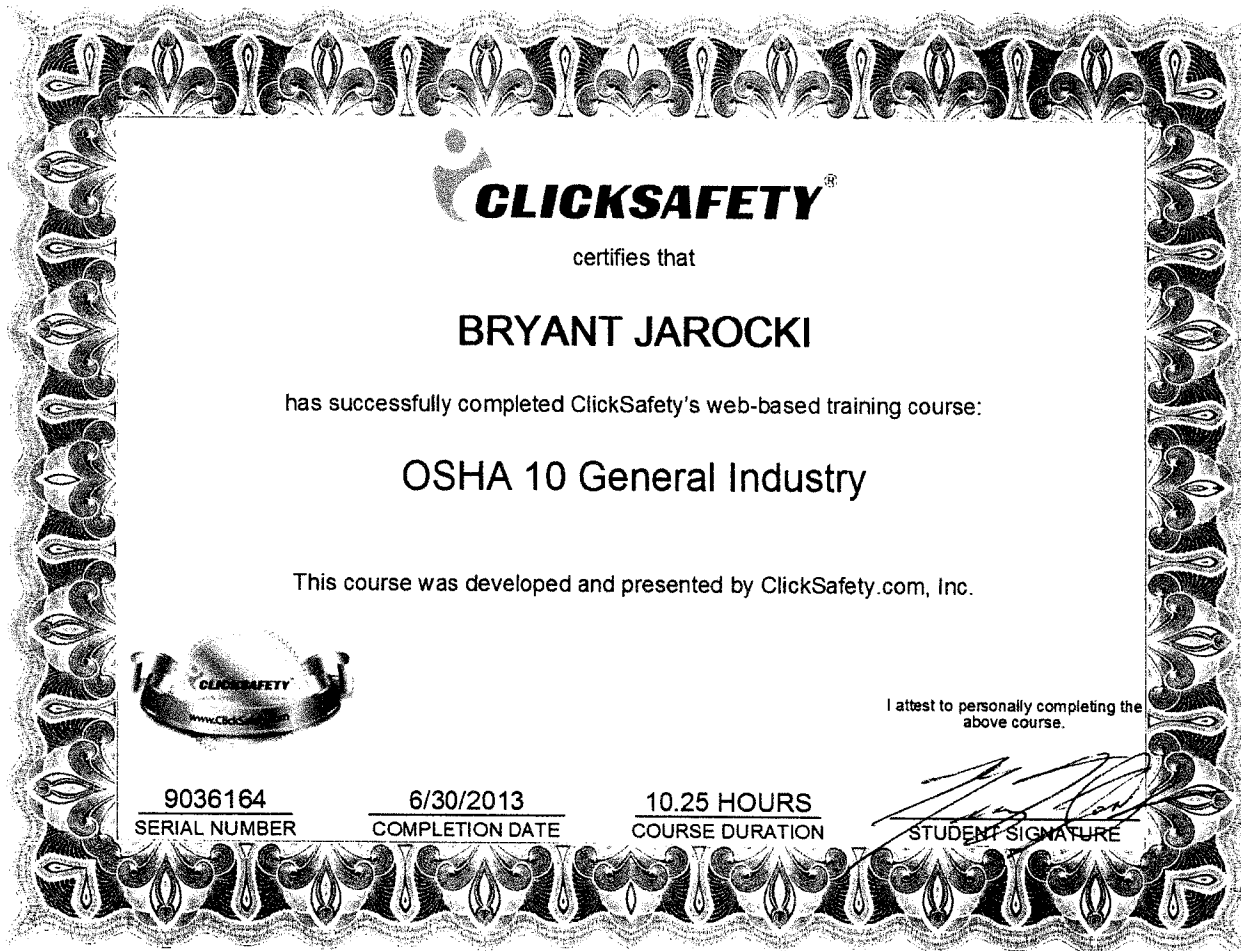
The total score is based on 100 scored items on your examination. The examination you took included 15 unscored items which were being pretested for possible use on future test forms.

Congratulations! Candidates who pass this examination will receive a certificate acknowledging this achievement in approximately 8 weeks. If you have questions or have need of further information, ASHRAE may be contacted at:

ASHRAE
1791 Tullie Circle, N.E.
Atlanta, GA 30329
Phone: (404) 636-8400 or (800) 527-4723
E-mail: certification@ashrae.org
Website: www.ashrae.org

Applied Measurement Professionals, Inc.
18000 West 105th Street, Olathe, Kansas 66061-7543

THE ORIGINAL DOCUMENT HAS A REFLECTIVE WATERMARK ON THE BACK.





**THE UNIVERSITY OF THE STATE OF NEW YORK
EDUCATION DEPARTMENT**


THIS IS TO CERTIFY THAT HAVING MET THE REQUIREMENTS OF SECTION 7210 OF THE
EDUCATION LAW AND IN ACCORDANCE THEREWITH THIS CERTIFICATE OF AUTHORIZATION
IS GRANTED WHICH ENTITLES

**CHA CONSULTING INC
3 WINNERS CIRCLE
ALBANY, NY 12205-0000**

TO PROVIDE PROFESSIONAL ENGINEERING SERVICES IN THE STATE OF NEW YORK FOR
THE PERIOD 01/01/2024 TO 12/31/2026.



**CERTIFICATE NUMBER
0021745**


BETTY ROSA
COMMISSIONER OF EDUCATION



DELABRUERE JOEY JASON

X

LICENSEE INFO	ENFORCEMENT ACTIONS
Address	FAIRPORT NY
Profession	Professional Engineering (016)
License Number	089569
Date of Licensure	June 16, 2011
Status	Registered
Registered through Date	October 31, 2025
Additional Qualifications	<ul style="list-style-type: none">None



June 5, 2024 10:49 AM (ET)

<https://www.op.nysed.gov/verification-search?licenseNumber=089569&professionCode=016>





OLSTED EDWARD DANIEL

X

LICENSEE INFO

ENFORCEMENT ACTIONS

Address	MECHANICVILLE NY
Profession	Professional Engineering (016)
License Number	082604
Date of Licensure	February 08, 2005
Status	Registered
Registered through Date	December 31, 2025
Additional Qualifications	<ul style="list-style-type: none">None



June 5, 2024 10:49 AM (ET)

<https://www.op.nysed.gov/verification-search?licenseNumber=082604&professionCode=016>





CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

4/30/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER James P. Reagan Agency 8 E Main St PO Box 191 Marcellus NY 13108		CONTACT NAME: PHONE (A/C, No, Ext): 315-673-2094 FAX (A/C, No): 315-673-1121 E-MAIL ADDRESS: certificates@reagancompanies.com		
INSURED Sam Greco Const. Inc. 18 Industrial Park Road Troy NY 12180		INSURER(S) AFFORDING COVERAGE		NAIC #
		INSURER A: AGCS Marine Insurance Co		22837
		INSURER B: The Travelers Indemnity Co		25658
		INSURER C: American Zurich Ins Co		40142
		INSURER D: Pennsylvania Manufacturers Indemnity CO		
INSURER E:				
INSURER F:				

COVERAGES

CERTIFICATE NUMBER: 641947201

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
C	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC OTHER:	Y	Y	GLO302990405	5/1/2024	5/1/2025	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$100,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
C	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	BAP302990505	5/1/2024	5/1/2025	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Hired Phys Dmg \$ACV
D	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$	Y	Y	6024019208509	5/1/2024	5/1/2025	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$
C	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y	N/A	WC302990305	5/1/2024	5/1/2025	PER STATUTE OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
A	Builders Risk Coverage	Y	Y	SML93085323	5/1/2024	5/1/2025	\$1,000,000 BLKT \$5,000,000
A	Leased/Rented Equipment			SML93085323	5/1/2024	5/1/2025	\$315,000
B	Excess Liability			EX-2T50009A24NF	5/1/2024	5/1/2025	\$5,000,000 occ. \$5,000,000 aggr.

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Auto Hired Physical Damage Deductibles \$100 Comp/\$1,000 Collision
Builders Risk policy includes coverage for stored material up to \$250,000

Pollution Liability & Professional Liability - Policy # CPP2037492-13 with Navigators Ins. Co. Effective 5-1-24 to 5-1-25 / Limit \$1,000,000 occ./\$1,000,000 aggr. / \$10,000 Ded.

General Liability: Additional insured is on a primary and non-contributory basis, including on-going and products completed operations coverage as required by written contract.
See Attached...

CERTIFICATE HOLDER

CANCELLATION

CITY OF TROY
BUILDING DEPARTMENT
433 RIVER ST
TROY NY 12180

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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ACORD 25 (2016/03)

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United States Environmental Protection Agency

This is to certify that



Sam Greco Construction, Inc.

has fulfilled the requirements of the Toxic Substances Control Act (TSCA) Section 402, and has received certification to conduct lead-based paint renovation, repair, and painting activities pursuant to 40 CFR Part 745.89

In the Jurisdiction of:

All EPA Administered States, Tribes, and Territories

This certification is valid from the date of issuance and expires July 06, 2031

NAT-F186767-2

Certification #

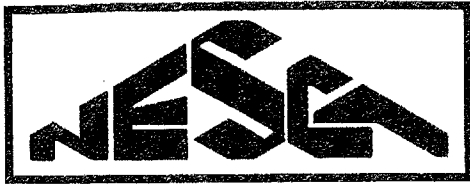
May 08, 2024

Issued On



Marc Edmonds, Chief

Risk Assessment Management Branch 2.



Northeastern Subcontractors Association

BUILDING INDUSTRY CENTER
SIX AIRLINE DRIVE
ALBANY, NEW YORK 12205
(518) 869-9800
Email: info@nesca.org
Website: www.nesca.org

March 5, 2024

Ms. Megan Greco Baron
Greco Construction Services, LLC
18 Industrial Park Road
Troy, NY 12180

Dear Megan:

Congratulations! I am pleased to inform you that based on the entry form you recently submitted in connection with NESCA's safety awards program, Greco Construction Services, LLC will be awarded a "Silver" Safety Award at NESCA's May 9th membership meeting. Your safety awards entry form indicated a total of 117,428 man-hours worked during 2023, with one.. lost workday incidents, giving you a 2023 lost workday incidence rate of 1.70.

Please make plans to attend NESCA's membership meeting on May 9th so that your company may be properly recognized for its outstanding safety record. I also encourage you to bring along your company's safety director and others responsible for safety issues within your company. The meeting will be held at the Century House, Route 9, Latham, beginning at 6:00 p.m.

Again Megan, congratulations. Please extend a "job well done" to all the employees of Greco Construction Services, LLC.

Sincerely,

NORTHEASTERN SUBCONTRACTORS ASSOCIATION, INC.

Michael Misenhimer
Executive Director

MJM:stf




SAMPLE CERTIFICATE OF INSURANCE

ACORD		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY)		
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.				5/3/2024		
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).						
PRODUCER Arthur J. Gallagher Risk Management Services, LLC 30 Century Hill Drive, Suite 200 Latham NY 12110		CONTACT NAME: Sarah Traver PHONE: (518) 869-3535 FAX: (518) 869-3580 E-MAIL: Sarah.Traver@ajg.com				
INSURED George J. Martin & Son, Inc. dba Martin Electric 164 Columbia Tpk, Suite B Rensselaer NY 12144		INSURER(S) AFFORDING COVERAGE		NAIC #		
		INSURER A: Charter Oak Fire Insurance Company		25615		
		INSURER B: Phoenix Insurance Company		25623		
		INSURER C: Travelers Indemnity Company		25658		
		INSURER D: ShelterPoint Life Insurance Company		81434		
		INSURER E: Travelers Property Casualty Co of America		25874		
		INSURER F:				
COVERAGES		CERTIFICATE NUMBER: 876218921		REVISION NUMBER:		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
HAZ LTY	TYPE OF INSURANCE	IND. SUBS. (IND. SUBS.)	POLICY NUMBER	POLICY EFF. (MM/DD/YYYY)	POLICY EXP. (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		CO-4W527930	4/1/2024	4/1/2025	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (EA occurrence) \$1,000,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$3,000,000 PRODUCTS - COM/OP AGG \$3,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:					\$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY		810-4W525985	4/1/2024	4/1/2025	COMBINED SINGLE LIMIT (EA accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> RETENTION \$10,000		CUP-4W534681	4/1/2024	4/1/2025	EACH OCCURRENCE \$10,000,000 AGGREGATE \$10,000,000
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/OWNER EXCLUDED? (Mandatory in NY) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A				PER STATUTE E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
D E	Disability Intend Marine		DBL593259 QT-630-SW330227-TIL 24	1/1/2024 4/1/2024	1/1/2025 4/1/2025	Statutory Limits Leased/Rented Equip \$250,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)						
CERTIFICATE HOLDER			CANCELLATION			
SAMPLE			SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.			
			AUTHORIZED REPRESENTATIVE <i>Mark G. C. Hall</i>			

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3 YEAR EMR RATING

 Gallagher Insurance Risk Management Consulting	30 Century Hill Drive, Suite 200 Latham, NY 12110 USA ©	518-869-7535 www.agg.com										
<p>January 22, 2024</p> <p>George J. Martin & Son, Inc. dba Martin Electric 164 Columbia Tpk., Suite B Rensselaer, NY 12144</p> <p>Re: Workers Compensation Experience Modifications George J. Martin & Son, Inc. dba Martin Electric</p> <p>Dear Roberta:</p> <p>Please allow this letter to acknowledge and confirm the Workers Compensation Experience Modification for the above.</p> <p>The EMR's are as follows:</p> <table border="0" style="margin-left: auto; margin-right: auto;"><thead><tr><th style="text-align: center;"><u>Effective Year</u></th><th style="text-align: center;"><u>Experience Modification</u></th></tr></thead><tbody><tr><td style="text-align: center;">2021</td><td style="text-align: center;">.76</td></tr><tr><td style="text-align: center;">2022</td><td style="text-align: center;">.76</td></tr><tr><td style="text-align: center;">2023</td><td style="text-align: center;">.59</td></tr><tr><td style="text-align: center;">2024</td><td style="text-align: center;">.57</td></tr></tbody></table> <p>We trust you will find the enclosed in order but should you have any questions please contact our office.</p> <p>Sincerely,</p> <p style="text-align: center;"><i>Sarah LaFountain</i></p> <p>Sarah LaFountain, CLCS, CRIS Senior Client Service Manager</p>			<u>Effective Year</u>	<u>Experience Modification</u>	2021	.76	2022	.76	2023	.59	2024	.57
<u>Effective Year</u>	<u>Experience Modification</u>											
2021	.76											
2022	.76											
2023	.59											
2024	.57											

PAGE 18

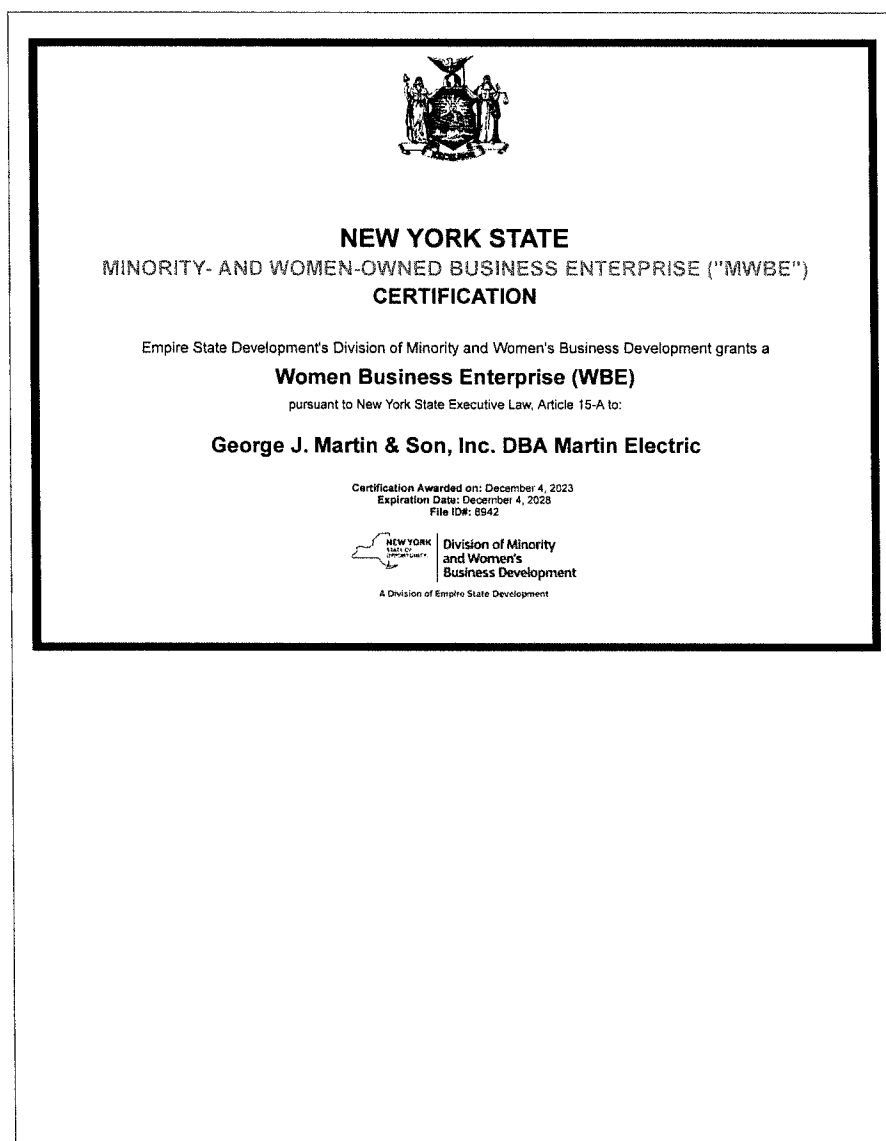
164 Columbia Tpk, Rensselaer, NY 12144

www.martinelectric.com





WBE CERTIFICATION



PAGE 20

164 Columbia Tpk, Rensselaer, NY 12144

www.martinelectric.com



ALBANY
NEW YORK | EST. 1686

DEPARTMENT OF
BUILDINGS & REGULATORY COMPLIANCE

200 HENRY JOHNSON BLVD. - SUITE 1 | ALBANY, NY 12210
518.434.5995 | Fax 518.434.6015 | Email: codes@albanyny.gov

License of a Class A Plumber

THIS IS TO CERTIFY THAT

Peter Campito

has met the necessary requirements and paid the fee as required by law
and has been registered as a Class A Plumber at the Department of
Buildings & Regulatory Compliance, and is hereby licensed to carry on
business as a Class A Plumber until 03/31/2025 unless sooner revoked
as provided by law.

License No: PLBG21-110
Issuance Date: 02/28/2024

Valerie Scott

Valerie Scott, CEO, CPCA
Deputy Director





CAMPPLU-01

MARIADELORENZO

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
12/21/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER NFP Property & Casualty Services, Inc. 159 Wolf Road Suite 200 Albany, NY 12205		CONTACT NAME: PHONE (A/C, No, Ext): (518) 244-4245 FAX (A/C, No): (518) 244-4262 E-MAIL ADDRESS:		
INSURED Campito Plumbing & Heating, Inc. PO Box 550, 3 Hemlock Street Latham, NY 12110		INSURER(S) AFFORDING COVERAGE		NAIC #
		INSURER A : Selective Insurance Company of New York		13730
		INSURER B : Travelers Indemnity Company		25658
		INSURER C : Hanover Insurance Company		22292
		INSURER D :		
INSURER E :				
INSURER F :				

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:	X	X	S 2577533-00	7/1/2023	7/1/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COM/OP AGG \$ 3,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY	X	X	S 2577533-00	7/1/2023	7/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000	X	X	S 2577533-00	7/1/2023	7/1/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N If yes, describe under DESCRIPTION OF OPERATIONS below		N/A				PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
B	Excess Liability			EX-9W032497	7/1/2023	7/1/2024	Occurrence/Aggregate \$ 5,000,000
C	Installation			IHS919645313	7/1/2023	7/1/2024	\$ 1,100,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Sample for Bid

Contractor and Owner, and any other party required by written contract are included as additional insured, on a primary and non-contributory basis, including ongoing and completed operations, if required by written contract per attached per attached noted forms. A waiver of subrogation is included in favor of all parties required by written contract per attached noted forms. A 30-day notice of cancellation is included.

CERTIFICATE HOLDER

CANCELLATION

SAMPLE for Bid	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE <i>Mariadelorenzo</i>

ACORD 25 (2016/03)

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W-9

SIEMENS



W-9

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

**Request for Taxpayer
Identification Number and Certification**

Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the
requester. Do not
send to the IRS.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Siemens Industry, Inc.	
2 Business name/disregarded entity name, if different from above N/A	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____ Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ▶ _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) 5 Exemption from FATCA reporting code (if any) E <small>(Applies to accounts maintained outside the U.S.)</small>
5 Address (number, street, and apt. or suite no.) See instructions. 100 Technology Drive	Requester's name and address (optional)
6 City, state, and ZIP code Alpharetta, GA 30005	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number								
			-			-		
or								
Employer identification number								
1	3		-	2	7	6	2	4
							8	8

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ▶ <i>Susan Chouinard</i>	Date ▶ 01/05/2024
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)
Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



Insurance Amendments

SIEMENS



Insurance Amendments

Section 1.6 Insurance

Siemens Industry, Inc. notes the following amendments to the City of Troy's insurance requirements associated with the City of Troy's RFP, dated April 22, 2024. The following notes are for discussion purposes only, and do not reflect Siemens's full and final position on all terms contained in the RFP. Siemens reserves the right to further negotiate a mutually agreeable Contract with City of Troy if selected.

Item 1 page 10.

Additional Insured. The City of Troy (including its officers, agents, and employees) shall be named Additional Insured on all coverage including premises operations and completed operations on a primary and non-contributing basis for all policies and coverages, including but not limited to the umbrella insurance coverage. The Additional Insured shall be held harmless and indemnified from any and all claims arising out of or in consequence of the Contractor's services, work, operations, or activities under this Agreement or in any way arising out of or in consequence of the Contractor's acts or omissions.

- Change all claims arising to to the extent arising.
- Change in consequence of to negligence or willful misconduct in performing services

Item 5 page 10.

The Certificate of Insurance shall be in form and content satisfactory to the City of Troy Corporation Counsel. All referenced forms shall be provided with the Certificate. ~~Additional information, including without limitation complete policies, shall be provided to the Corporation Counsel upon request.~~

- Siemens will only share copies of policies by court order, or they can be viewed in our NJ office. Policies will not be shared outside of Siemens.

3rd paragraph page 11.

The City of Troy reserves the right to reject any bid/proposal from any bidder/proposer if their General liability and /or Auto Liability Insurance has a Deductible or Self-Insured retention greater than ~~\$10,000.00.~~

- Siemens establishes the deductibles as part of a global program. These amounts cannot be changed.

Required Signature Forms



Required Signature Forms

SIEMENS



Required Signature Forms



New City Hall Vision RFP

FORM MUST BE COMPLETED AND SIGNED TO BE CONSIDERED

Name & Address of Company Submitting Proposal:

Siemens Industry, Inc.

100 Technology Drive

Alpharetta, GA 30005

Authorized Representative Submitting Proposal:

Rick Rodriguez

Printed Name

Rodriguez
Rick

Digitally signed by Rodriguez Rick
DN: cn=Rodriguez Rick, o=DE,
o=Siemens,
email=rrodriguez@siemens.com
Date: 2024.06.10 14:26:43 -0500

Signature

Head of Energy Performance Services, Americas
Title

Telephone:

(678) 986-6282

E-mail Address:

rrodriguez@siemens.com



To The City of Troy, NY
Bureau of Contracts & Procurement For
New City Hall Vision

By submission of this bid or proposal, the bidder or proposer certifies that; (a) This bid or proposal has been independently arrived at without collusion with any other bidder or proposer or with any competitor; (b) This bid or proposal has not been knowingly disclosed and will not be willingly disclosed, prior to the opening of bids or proposals for this project, to any other bidder, proposer, competitor; (c) No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a bid or proposal; (d) The person signing this bid or proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certificate, and under the penalties of perjury, affirms the truth thereof, such penalties being applicable to the bidder or proposer as well as to the person signing in its behalf; (e) That attached hereto (if a corporate bidder or proposer) is a certified copy of resolution authorizing the execution of the certificate by the signatory of this bid or proposal on behalf of the corporate bidder or proposer.

Resolved that Siemens Industry, Inc. be
Name of Corporation

authorized to sign and submit the bid or proposal of this corporation for the following project and to include.

To provide an alternative approach for the City of Troy using article 9. We are not responding as a Reals Estate company, what we are doing is demonstrating an alternative method for supporting the renovation of the building under our existing open City of Troy EPC award.

Describe Project

in such bid or proposal, the certificates as to non-collusion required by Section 103-d of the General Municipal Law as the act and deed of such corporation, and for any inaccuracies or misstatements in such certificate this corporate bidder or proposer shall be liable under the penalties of perjury.

The foregoing is a true and correct copy of the resolution adopted by

Siemens Industry, Inc.

See attached
Corporation at a meeting of its board of directors held on the

_____ day of _____ in the year _____.

(SEAL OF CORPORATION)

Page 17 of 17



any certificates, affidavits, or ancillary documents in connection therewith, up to and including a transactional limit of \$20,000,000.00; and any releases, compromises or settlements in connection with claims or disputes arising out of any such transaction.

AUTHORIZED SIGNATORIES	
SI US Sales and Operations	
Business Operations (Name/Position)	Finance/Central Support Function (Name/Position)
Ruth Gratzke – Sr. Vice President	Michele Illan – Director Finance

- D. We, the undersigned, Ruth Gratzke, President, and Axel Meier, Head of Finance, of Siemens Industry, Inc. - Smart Infrastructure (the "Corporation"), a corporation duly organized and existing under the laws of the State of Delaware, by virtue of the authority vested by the Board of Directors of Siemens Industry, Inc. and in accordance with the By-Laws of the Corporation and the laws of said State, do hereby acknowledge that the following individuals are hereby authorized to sign or countersign and otherwise execute in the name, or on behalf of Siemens Industry Inc. - Smart Infrastructure, any bids, proposals, bonds, releases and waivers of liens, and any certificates, affidavits, or ancillary documents in connection therewith; any licensing qualification or registration filings, returns, certifications or questionnaires; any contracts, leases, agreements, guarantees and any certificates, affidavits, or ancillary documents in connection therewith, up to and including a transactional limit of \$5,000,000.00; and any releases, compromises or settlements in connection with claims or disputes arising out of any such transaction.

AUTHORIZED SIGNATORIES	
RAM Field Organization	
Business Operations (Name/Position)	Finance/Central Support Function (Name/Position)
Paul Hayes, Head of RSS RAM	Dirk Glaser, Field Organization Finance and Business Administration

- E. We, the undersigned, Ruth Gratzke, President, and Axel Meier, Head of Finance, of Siemens Industry, Inc. - Smart Infrastructure (the "Corporation"), a corporation duly organized and existing under the laws of the State of Delaware, by virtue of the authority vested by the Board of Directors of Siemens Industry, Inc. and in accordance with the By-Laws of the Corporation and the laws of said State, do hereby acknowledge that the following individuals are hereby authorized to sign or countersign and otherwise execute in the name, or on behalf of Siemens Industry Inc. - Smart Infrastructure, any bids, proposals, bonds, releases and waivers of liens, and any certificates, affidavits, or ancillary documents in connection therewith; any licensing qualification or registration filings, returns, certifications or questionnaires; any contracts, leases, agreements, guarantees and any certificates, affidavits, or ancillary documents in connection therewith, up to and including a transactional limit of \$1,000,000.00; and any releases, compromises or settlements in connection with claims or disputes arising out of any such transaction.

AUTHORIZED SIGNATORIES	
RAM Growth Advantage	
Business Operations (Name/Position)	Finance/Central Support Function (Name/Position)
Toni Neal, Sr. Director	Russ DeNapoli, Director Finance and Business Administration

- F. We, the undersigned, Ruth Gratzke, President, and Axel Meier, Head of Finance, of Siemens Industry, Inc. - Smart Infrastructure (the "Corporation"), a corporation duly organized and existing under the laws of the State of Delaware, by virtue of the authority vested by the Board of Directors of Siemens Industry, Inc. and in accordance with the By-Laws of the Corporation and the laws of said State, do hereby acknowledge that the following individuals are hereby authorized to sign or countersign and otherwise execute in the name, or on behalf of Siemens Industry Inc. - Smart Infrastructure, any bids, proposals, bonds, releases and waivers of liens, and any certificates, affidavits, or ancillary documents in connection therewith; any licensing qualification or registration



transactional limit of \$5,000,000.00; and any releases, compromises or settlements in connection with claims or disputes arising out of any such transaction.

<u>AUTHORIZED SIGNATORIES</u> <u>RAM Energy Performance Services (EPS)</u>	
<u>Business Operations</u> <u>(Name/Position)</u>	<u>Finance/Central Support Function</u> <u>(Name/Position)</u>
Rick Rodriguez, Head of EPS	Bob Kelly, EPS Finance and Business Administration

- I. We, the undersigned, Ruth Gratzke, President, and Axel Meier, Head of Finance, of Siemens Industry, Inc. - Smart Infrastructure (the "Corporation"), a corporation duly organized and existing under the laws of the State of Delaware, by virtue of the authority vested by the Board of Directors of Siemens Industry, Inc. and in accordance with the By-Laws of the Corporation and the laws of said State, do hereby acknowledge that the following individuals are hereby authorized to sign or countersign and otherwise execute in the name, or on behalf of Siemens Industry Inc. - Smart Infrastructure, any bids, proposals, bonds, releases and waivers of liens, and any certificates, affidavits, or ancillary documents in connection therewith; any licensing qualification or registration filings, returns, certifications or questionnaires; any contracts, leases, agreements, guarantees and any certificates, affidavits, or ancillary documents in connection therewith, up to and including a transactional limit of \$5,000,000.00; and any releases, compromises or settlements in connection with claims or disputes arising out of any such transaction.

<u>AUTHORIZED SIGNATORIES</u> <u>Procurement</u>
<u>Finance/Central Support Function</u>
John Pardekooper, Head of Project Procurement

- J. We, the undersigned, Ruth Gratzke, President, and Axel Meier, Head of Finance, of Siemens Industry, Inc. - Smart Infrastructure (the "Corporation"), a corporation duly organized and existing under the laws of the State of Delaware, by virtue of the authority vested by the Board of Directors of Siemens Industry, Inc. and in accordance with the By-Laws of the Corporation and the laws of said State, do hereby acknowledge that the following individuals are hereby authorized to sign or countersign and otherwise execute in the name, or on behalf of Siemens Industry Inc. - Smart Infrastructure, any bids, proposals, bonds, releases and waivers of liens, and any certificates, affidavits, or ancillary documents in connection therewith; any licensing qualification or registration filings, returns, certifications or questionnaires; any contracts, leases, agreements, guarantees and any certificates, affidavits, or ancillary documents in connection therewith, up to and including a transactional limit of \$1,000,000.00; and any releases, compromises or settlements in connection with claims or disputes arising out of any such transaction.

<u>AUTHORIZED SIGNATORIES</u> <u>IT</u>	
<u>Business Operations</u> <u>(Name/Position)</u>	<u>Finance/Central Support Function</u> <u>(Name/Position)</u>
Joseph Breen, Head of IT	Kai Hagen, Finance and Business Administration

- K. We further acknowledge that each of the signatures of the persons referred to in paragraph A, B, C, D, E, F, G, H, I and J are binding upon the Corporation.
- L. We further acknowledge that any document shall require the signature of two (2) of the above Authorized Signatories, one each from Business Operations and from Finance/Central Support Functions, whom shall have the requisite signature authority to be legally binding upon the Corporation.