



Upgrading the City of Commerce's Buildings Using Money Already in your Budget

The Preliminary Assessment

Dominic Cardenas
ABM Building Solutions, LLC

July 7, 2020

Key Takeaways



Make Improvements to
Your City with
No New Money



Reduce Risk



Results are Guaranteed

Background



First Meeting
November 2019



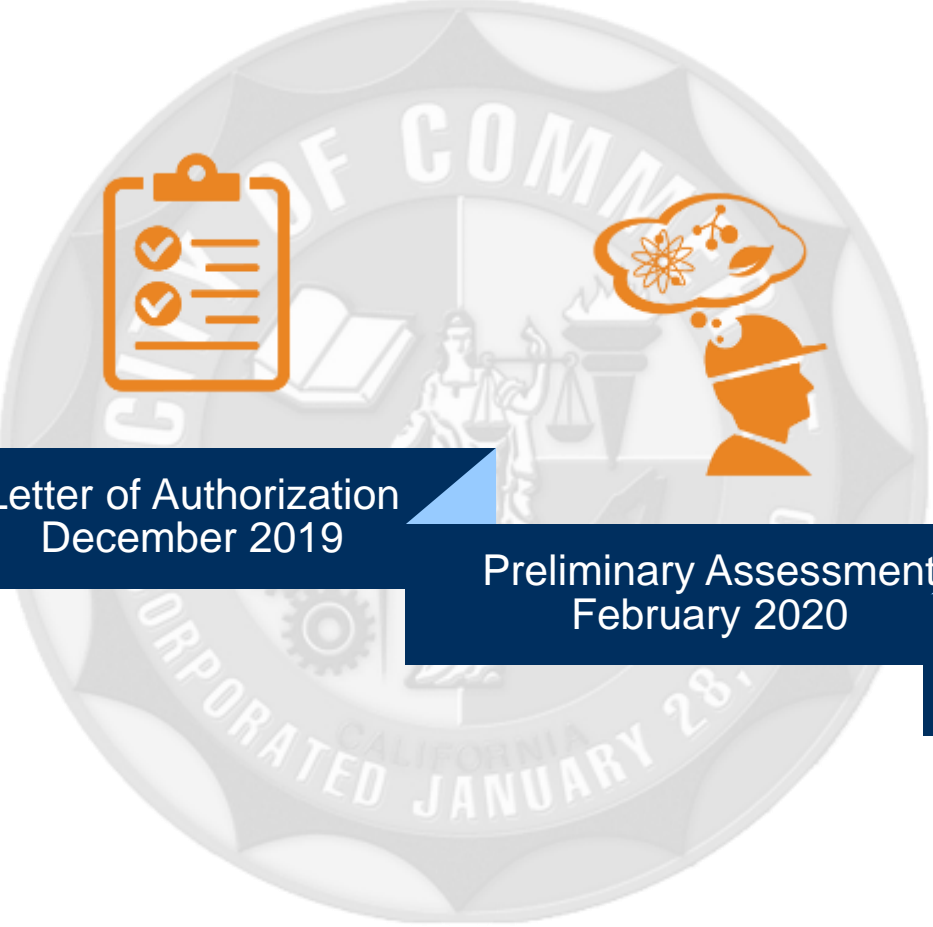
Letter of Authorization
December 2019



Preliminary Assessment
February 2020



Results
May 2020



Challenges and Trends



General
Economic
Downturn



Healthcare
Cost
Increases

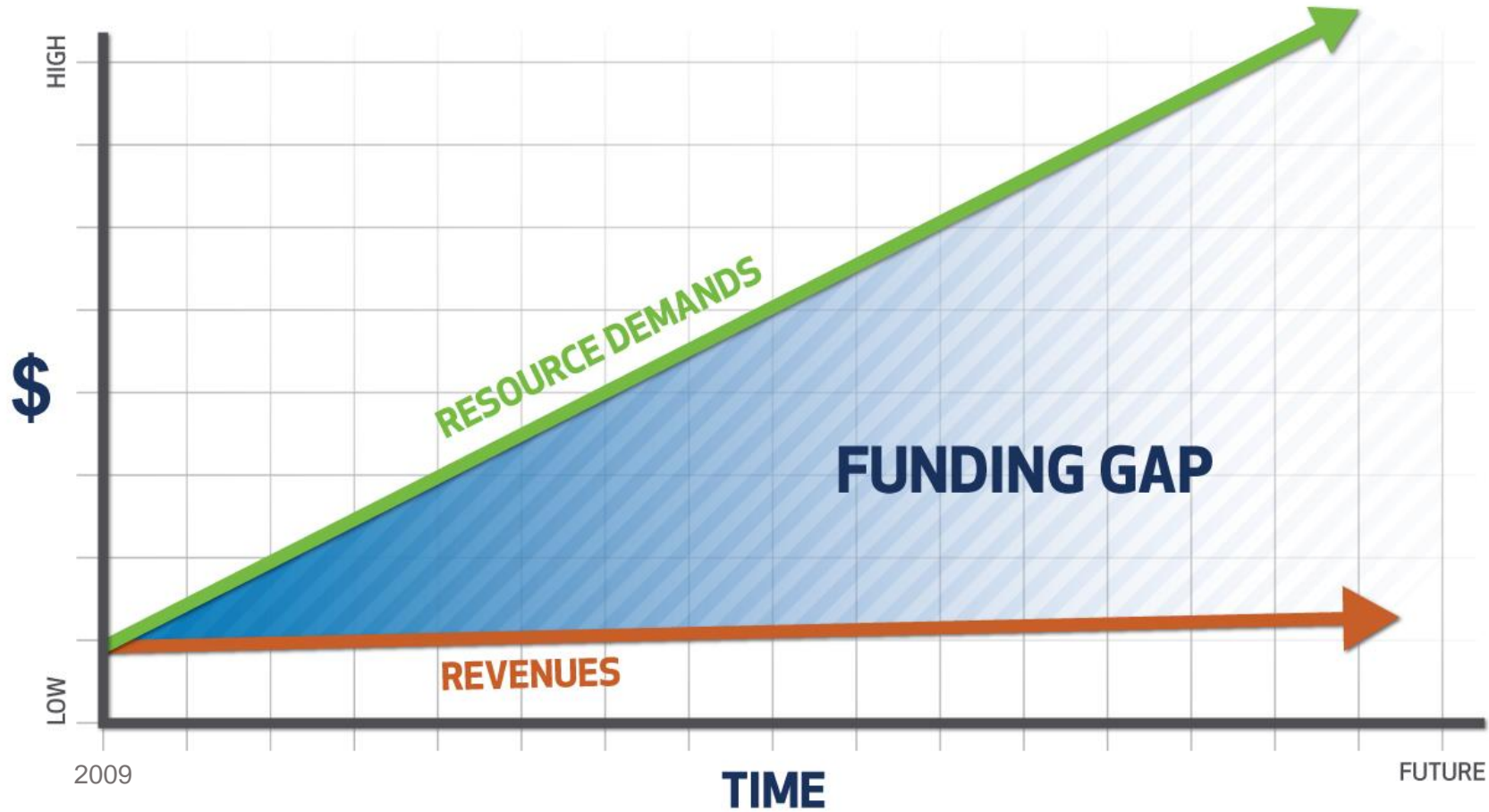


Increasing
Retirement
Liability



More Capital
Needs than
Available
Capital
Budget

What Our Clients Are Saying



How ABM Can Help



- Address budget issues by reducing your operating costs
- Protect against economic instability by turning your buildings into a savings stream
- Leverage low-interest financing to capitalize savings and get work done
- Develop a long-term capital improvement plan to identify and mitigate long-term capital risk

Program Overview

WHAT DOES ABM DO?

- Identify facility improvements and the cost to implement
- Determine feasibility of doing a project through CA 4217
- Identify cost savings resulting from the improvements (energy, operating & maintenance, etc.) and other funding sources
- Fund the program using savings streams
- Implement project construction
- Measure savings after project completion



Preliminary Assessment

WHAT DID WE DO?

- Met with City Staff to determine building improvement needs and priorities
- Analyzed utility costs
- Toured City buildings to identify opportunities – Atlantic Library, Greenwood Library, Bandini Park, Bristow Park, Rosewood Park / Aquatic Center, Senior Center, Teen Center and Veterans Park
 - City Hall Complex, Transit Dept., North Annex excluded at the direction of City Staff



What We Found

City-Wide Measures & Needs

- Mechanical System Upgrades
- Boiler Controls
- Building Automation/Control Systems
- Building Envelope
- Window Film / Security Film
- LED Lighting Retrofit and Controls
- Irrigation Controls
- Power Factor Correction
- Water Conservation
- Plug Load Controls



What We Found – Areas for Improvement

ATLANTIC LIBRARY

- New Wi-Fi Controls
- Complete LED Upgrade
- Building Envelope Solutions
- Window Film / Security Film
- High Efficiency Transformers
- Water Conservation Measures
- Plug Load Controls

BANDINI PARK

- New Wi-Fi Controls
- Complete LED Upgrade
- New HVAC Equipment
- Building Envelope Solutions
- Window Film / Security Film
- High Efficiency Transformers
- Water Conservation Measures
- Irrigations Controls
- Plug Load Controls

GREENWOOD LIBRARY

- New Wi-Fi Controls
- Complete LED Upgrade
- New HVAC Equipment
- Building Envelope Solutions
- Window Film / Security Film
- High Efficiency Transformers
- Water Conservation Measures
- Plug Load Controls

BRISTOW PARK

- New Wi-Fi Controls
- Complete LED Upgrade
- New HVAC Equipment
- Building Envelope Solutions
- Window Film / Security Film
- High Efficiency Transformers
- Water Conservation Measures
- Irrigation Controls
- Plug Load Controls
- New Roof



What We Found – Areas for Improvement

VETERANS PARK

- Complete LED Upgrade
- Water Conservation Measures
- Irrigation Controls

SENIOR CENTER

- Boiler Cycling Controls
- New Wi-Fi Controls
- Complete LED Upgrade
- New HVAC Equipment
- Building Envelope Solutions
- Window Film / Security Film
- High Efficiency Transformers
- Water Conservation Measures
- Plug Load Controls

TEEN CENTER

- New Wi-Fi Controls
- Complete LED Upgrade
- Building Envelope Solutions
- Window Film / Security Film
- High Efficiency Transformers
- Water Conservation Measures
- Plug Load Controls

ROSEWOOD PARK

- Boiler Cycling Controls
- New Wi-Fi Controls
- Complete LED Upgrade
- New HVAC Equipment
- Building Envelope Solutions
- Window Film / Security Film
- High Efficiency Transformers
- Water Conservation Measures
- Irrigation Controls
- Plug Load Controls
- Submetering
- New Pool Chlorination System



Proposed Upgrades By Site

Facilities	Lighting	Heating/Cooling	Building Envelope	Electrical	Irrigation/Water	Battery	Miscellaneous
Atlantic Library	✓		✓		✓		✓
Bandini Park	✓	✓	✓		✓		✓
Bristow Park	✓	✓	✓		✓		✓
Greenwood Library	✓	✓	✓		✓		✓
Rosewood Park	✓	✓	✓	✓	✓	✓	✓
Senior Center	✓	✓	✓		✓		✓
Teen Center	✓		✓		✓		✓
Veterans Park	✓				✓		



Funding the Solution (Example)

SOLUTIONS ARE FULLY-FUNDED
THROUGH EXISTING OPERATING
BUDGET

Financial Overview

Energy Savings	\$225,000
Maintenance and Repair Savings	\$50,000
Total Annual Savings	\$275,000

\$4,125,000
Million in
savings

Over
15 Years



Funding the Solution (Example)

Years	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	Total
Combined Annual Cost Savings	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$275,000)	(\$4,125,000)
Debt-Service Payment	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$4,125,000

Net Cost to the City Over 15 Year Term	\$0
---	------------

Financed Amount	\$4,125,000
Finance Term	15 Years
Net Cost	\$0

* This Cash Flow is for project savings discussion purposes only and is not financial advice nor an offer for financing.

Program Impacts

- Multiple Opportunities to Upgrade Critical City Buildings
- Reduce Operating Costs by 20-30%
- Normalize Operating Expenses



Next Steps



Letter of Intent

- Authorizes ABM to begin Final Design, Pricing, Guaranteed Savings, and Program Contract Development.
- Must be Approved by City Council



Previous Project Successes

Account Name	Vertical	State	Amount	Status
GSA– Federal Buildings (Multiple Project Phases)	Government	CA	\$48,000,000	Complete
City of Rio Vista	Government	CA	\$3,000,000	Complete
City of Montebello	Government	CA	\$6,500,000	Construction – Summer 2020
Claremont Unified School District	Education	CA	\$3,800,000	Complete
Burbank Unified School District	Education	CA	\$5,700,000	Complete
River Springs Charter School Inc.	Education	CA	\$1,300,000	Complete
Hughes-Elizabeth Lakes EUSD	Education	CA	\$230,000	Complete





Questions?

Dominic Cardenas

Dominic.Cardenas@abm.com

949-473-4932

