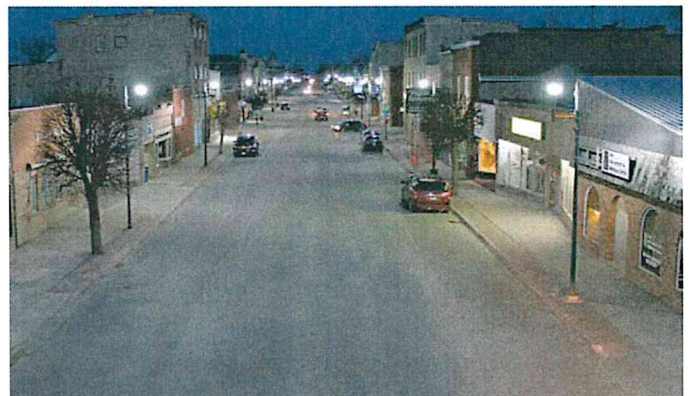


City of Garden Grove

**REQUEST FOR PROPOSALS
CONVERSION OF CITY-OWNED STREETLIGHTS AND CITY-OWNED
SAFETY LIGHTS FROM HPS TO LED**



FEBRUARY 22, 2019



Submitted by:

**Foddrill Construction Corp.
13831 Roswell Ave.
Chino, CA 91710**

**Contact:
Leonora Foddrill
leonora@foddrillconstruction.com
909-591-4095**

TABLE OF CONTENTS

1.	COVER LETTER	3
2.	COMPANY PROFILE.....	4
2.1	What Makes our firm Different?	4
2.2	Foddrill Construction Corp.	5
2.3	List of Projects in SCE Territory.....	6
2.4	Subcontractor: RealTerm Energy.....	7
2.5	References.....	9
2.6	Project Team	11
3.	SCOPE OF WORK.....	13
3.1	Implementation Approach	13
3.2	Streetlight Audit, Inventory and SCE Bill Reconciliation	13
3.3	Streetlight & Safety Light LED Installation	16
3.4	Product and Workmanship Warranty.....	21
3.5	Post Installation – SCE Tariff Changes Assistance	21
3.6	Work Plan Schedule.....	22
4.	VALUE ADDERS	24
4.1	Adaptive Controls	24
4.2	RealTerm Energy’s Smart City Solution: MyTown.....	24
	APPENDIX A: PROJECT TEAM CURRICULUM VITAE.....	26
	APPENDIX B: POST PROJECT CUSTOMER CARE	34
	APPENDIX C: ADDENDUM ACKNOWLEDGEMENT	36

1. COVER LETTER

February 22, 2019

Anna V. Neal
Public Works Engineering
11222 Acacia Parkway
Garden Grove, CA 92842

Dear Ms. Neal,

Foddrill Construction Corp. (Foddrill), in association with RealTerm Energy (RTE) is pleased to submit a proposal to provide LED light fixture retrofitting services.

Capitalizing on the expertise of its partners and their specializations, we have assembled a qualified team of professionals experienced in LED streetlight conversions to work collaboratively on all aspects of this project.

It is our understanding that the scope of services to be provided includes the following:

- Provide comprehensive GIS audit with data reconciliation
- Provide a detailed investment grade audit
- Procure and install all fixtures
- Design and install a numbering and pole tag identification system
- Recycle and dispose of removed materials
- Reconcile utility bill and tariff changes
- Final commissioning and project closeout

We are proud to mention that Foddrill has experience working in the City of Garden Grove having completed approximately 3,500 steel pole conversions as well as providing maintenance work on pole knockdowns as a subcontractor to Ameron/NOV in 2013.

We manage all our conversion projects in a transparent fashion and can start work rapidly after contract signing. We confirm that this proposal and any cost projection included will remain in effect for 90 days after the submission due date.

The Foddrill Construction team appreciates this opportunity to present our proposal and we look forward to the prospect of working with the City of Garden Grove.

Sincerely,



Leonora Foddrill, CEO
13831 Roswell Ave.
Chino, CA 91710
909-591-4095
leonora@foddrillconstruction.com

2. COMPANY PROFILE

2.1 What Makes our firm Different?

Foddrill Construction Corp. has assembled an integrated and self-performing team that brings together the best local and international expertise in the design, installation, management, and maintenance of streetlight projects of similar scope and magnitude.

1. Proven, affordable and complete turn-key services:

We offer affordable, high-quality, end-to-end LED conversion and Smart City services. RealTerm Energy has designed, procured, installed or is in the process of installing over 270,000 streetlights across North America.

We have earned and maintained a **solid reputation for quality and client-responsive service**. We hold a strong commitment to ensuring the LED conversion projects we implement exceed the expectations of our customers. This is due in part to company's dedicated and trusted team **good people doing great things**.

2. Extensive in-house expertise:

Our experienced team of Project Managers act as the single point of contact throughout all stages of the LED Conversion Project and ensure that the project's goals are met. "

3. Cost Savings from our:

- ✓ Unique eBidding process that promotes open and fair competition
- ✓ Joint bidding and procurement opportunities
- ✓ Proper Photometric Design Services

4. Vendor agnostic and robust selection process:

We run a competitive and efficient bidding process for equipment and labor. We act as an informed but impartial advisor to our clients through our agnostic approach.

5. Specialized in servicing small to medium sized villages, towns, and cities:

Our projects range from as far as 15 to over 40,000 luminaires and have achieved significant energy and financial savings no matter what the size.

6. Affordable Smart City app and municipal asset management platform:

RealTerm's Smart City platform, MyTown, combines citizen-centricity, a wide range of useful applications, smart maps and a valuable user network that will allow everyone to get more out of Smart City solutions.

7. Preferred Street Lighting Installer

Foddrill Construction holds the distinction of being selected as one of Southern California Edison's preferred street lighting installers.

2.2 Foddrill Construction Corp.

Foddrill Construction Corp. is a family-owned business founded in 1993. Providing excellence, safety, quality, customer service and integrity with the highest degree of work ethic.

Foddrill Construction Corp. is an electrical contractor, providing a varied range of electrical services. With a specialty in streetlighting. We primarily focus on commercial work in the public works, commercial, industrial, and municipal sectors since the company's organization in 1993.

Foddrill Construction Corp. is a family owned company founded by Jimmy and Leonora Foddrill in 1993. Initially set up as small business in 1993, Foddrill Construction Corp. is grown over the past 25 years to 60+ employees.

Core Competencies:

Foddrill Construction Corp. has extensive experience in streetlighting and public works. We are a Southern California Edison (SCE) certified contractor through the supplier Clearing House (WMBE) and approved contractor for NOV/AMERON International. We belong to the Associated Business & Contractors, Inc. apprenticeship.

We believe in safety first, as our employees are OSHA 30-hour certified, CPR, Lock out/ Tag out, Crane Safety and Rigging, Fall Protection for Construction, Fire Prevention and Safety, Traffic Control, Registered Flagger, Lift Truck Operator and Skid Steer certified. Foddrill Construction Corp. office staff are well-trained in accounting, human resources, certified payroll and project management.

Service Offerings:

Foddrill Construction Corporations is a licensed Class A/C-10 General Contractor and that performs all scopes of commercial, industrial, and municipal construction. Foddrill Construction Corporation specializes in the following areas:

- Streetlighting Installation
- LED Conversion
- Decorative Lighting
- Car Park Lighting
- Security Lights
- Sensor Lights
- Antenna Poles
- Lighting Control Systems
- Emergency and Exit Lighting
- Interior Lighting
- Flood Lights
- Outdoor Lighting
- Industrial Electrical Installations
- Safety Switch Installation
- 24/7 Emergency Response
- General Electrical Fault Repairs
- Safety Checks to Ensure Compliance.
- Electrical Pedestals

CA CSLB #946999 A & C-10

WMBE

2.3 List of Projects in SCE Territory

Name / Date	Description
AMERON STREET LIGHT POLES November 1993-Present	Streetlight maintenance and steel pole replacement a sub-contractor for Ameron for the past 25 years.
CITY OF PALMDALE June-November 2018	LED Conversion Removal and installation of 17,436 LED luminaires and photocells.
CITY OF YORBA LINDA November 2018	LED Conversion Removal and installation of 46 LED luminaires and photocells.
CITY OF FULLERTON July-October 2018	LED Conversion Phase 2 Removal and installation of 447 LED decorative luminaires.
CITY OF FULLERTON November-December 2017	LED Conversion Phase 1 Removal and installation of 2,902 LED luminaires and photocells.
CITY OF CORONA LED CONVERSION October-December 2017	Removal and installation of 7,955 LED luminaires, photocells and 3,603 Node Installations.
CITY OF RANCHO CUCAMONGA August-December 2017	Citywide LED Streetlight Renovation Removal and installation of 14,848 LED luminaires and photocells.
SEACOUNTRY HOMES April-July 2017	Installation of streetlights, install new wire, pull boxes and electrical cabinets in new housing tract.
CITY OF ANAHEIM 3 Parks Security Lighting January-June 2017	Removal and disposal of luminaires and photocells. Furnished and installed luminaires, new wire, and completed a burn test in 3 parks.
CITY OF SANTA (Security Lighting at 8 Parks, Project No. 16-2665) October 2017-May 2017	Removal and disposal of existing poles, luminaires and photocells. Furnished installed poles, luminaires, pull boxes, new wire, and completed a burn test in 9 parks.
CITY OF BREA (Arovista Park Walkway/Security Lights Replacement, CIP Project No. 7911) August 2016	Removal and disposal of existing poles and photocells. Furnished and installed new wire, completed a burn test, replaced walkway and installed parking lot and court lighting.

Total amount of fixtures converted in California: 44 000

2.4 Subcontractor: RealTerm Energy

After more than 5 years of experience in the LED streetlighting business, RealTerm Energy has designed and managed over 230 projects for municipalities across North America involving over 40 utilities and 50 different subcontractors.

Satellite offices include:

- Laguna Niguel, CA
- Pownal, ME
- Florence, MA
- Salem, NH
- Suffern, NY

Realterm Energy has been recognized by the World Bank as one of the best service providers in LED streetlight conversions.

Our group of over 40 full-time back office and field staff members is dedicated exclusively to designing and executing high-quality and cost-effective LED streetlight conversions for municipalities and utilities.

This in-house team includes:

- GIS department
- Design department
- Estimation and energy efficiency department
- Project management department
- Client services department
- Financing and accounting department, and
- Research department

Realterm (Parent Company)

Founded in 1991, Realterm is a privately-held international on-airport real estate operator and leader in infrastructure and logistics strategies, with installations in North America, Europe, and Asia. Since its inception, Realterm has grown steadily, currently managing over \$3 billion in assets.

Company Mission

RealTerm Energy's mission is to deliver future-ready "Smart City" solutions that allow forward-thinking communities to reduce energy costs, improve the quality of life of citizens, and protect the environment. Building on Realterm's expertise as a leader in logistics infrastructure, RealTerm Energy works with municipalities and public authorities to deliver unmatched solutions for efficient energy-related projects.

Summary of Project Experience

The experience RealTerm Energy has gained over the years in this industry is unmatched. Working on both small and large LED streetlight conversions has allowed us to refine every aspect of our service offering, ensuring the quality and value that our clients require in completing their complex projects.

The table below provides an overview of our project experience in LED streetlighting projects, now totaling more than \$100M.

"The LED streetlight conversion project went very smoothly. RealTerm Energy developed an installation protocol that allowed them to work rapidly, while doing the job right. The RealTerm team converted 10,622 High Pressure Sodium lights to LED in three months (57 working days). We had very few complaints on any aspect of the project, especially considering this change impacted virtually every resident in Barrie."

**Barry Thompson,
Manager of
Energy Management
City of Barrie, ON**

Phase	Quantity of Fixtures
Completed	162,004
Cobraheads	149,029
Decoratives	12,975
Ongoing	111,702
Audit / Design	63,202
Procurement	22,458
Installation	13,591
Project Close Out	12,451
Total Fixtures:	273,706

The table below provides a listing of some of our notable LED streetlight conversion projects in the U.S.

Municipality	Fixtures
City of Brockton, MA	8,761
City of New Britain, CT	5,788
City of Pittsfield, MA	5,856
City of Haverhill, MA	4,611
City of Biddeford, ME	2,325
Town of Tewksbury, MA	1,711
Town of Holden, MA	1,655
City of South Portland, ME	1,597
City of Newark, NY	1,500
Town of Windham, ME	1,320
City of Auburn, ME	1,253
City of Amesbury, MA	1,242
Town of Watertown, CT	1,160
Town of Seymour, CT	1,133
Town of Auburn, MA	1,132
Town of York, ME	821
Village of Great Neck, NY	832
City of Presque Isle, ME	700
City of Rockland, MA	698
Town of Rumford, ME	648
Town of Falmouth, ME	597
City of Caribou, ME	525
Town of Houlton, ME	509
Town of Wells, ME	500

In California, RealTerm Energy has an ongoing mandate with San Diego Gas and Electric (SDGE) to conduct a full GIS audit and develop photometric design plans for approximately 30,000 of its utility-owned streetlights. Please see the map below of participating California municipalities, as well as the project reference description in section E.



2.5 References

Reference No.1

Company Name	City of Palmdale LED Conversion, CA
Contact Name	Arista Hennessey and Benjamin Lucha
Email Address	ahennessey@cityofpalmdale.org blucha@cityofpalmdale.org
Telephone no.	661-267-5458
Street Address	38250 Sierra Highway
City, State, Zip Code	Palmdale, CA 93550
Description of services	Retrofit 17,436 existing high-pressure sodium street lights with LED lights. Remove and replace existing light fixture with City supplied light fixture on major arterial, minor arterial and residential streets Citywide.
Contract amount \$	\$ 474,947.27
Timeframe	June to December 2018



Reference No.2

Company Name	Ameron
Contact Name	Deron Smith
Email Address	Deron.Smith@nov.com
Telephone no.	T 805.524.0223 x353 M 310.595.6745
Street Address	1020 B Street
City, State, Zip Code	Fillmore, California 93015
Description of services	Performing streetlight maintenance throughout Southern California. Such as knockdowns, and installation of new streetlights in new communities. Steel pole replacement as a sub-contractor for Ameron at various locations in Southern California.
Contract amount \$	\$ +3.5 Million
Timeframe	November 1993 to present (25 years)



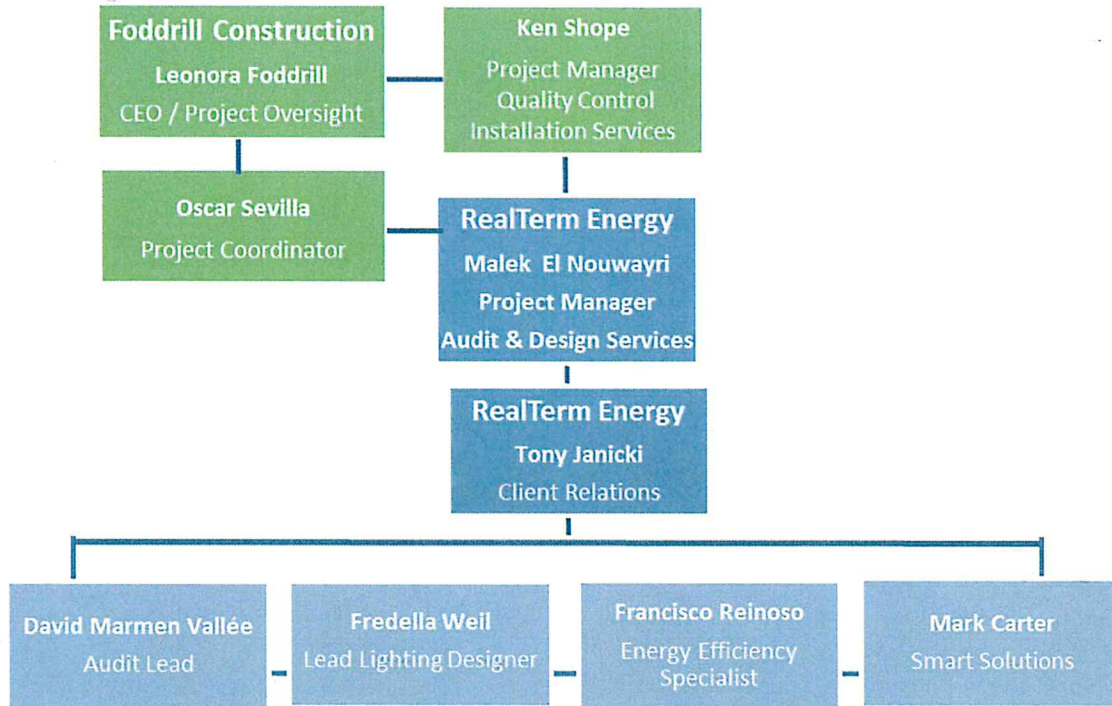
Reference No.3

Company Name	San Diego Gas and Electric, CA
Contact Name	Mr. Jesse Sandoval
Email Address	jsandoval@semprautilities.com
Telephone no.	858-654-1245
Street Address	8316 Century Park Court
City, State, Zip Code	San Diego, CA 92123 California
Description of services	<p>RealTerm Energy has an ongoing mandate with San Diego Gas and Electric (SDGE) to conduct a full GIS audit and develop photometric design plans for approximately 30,000 of its utility-owned streetlights. In addition, RTE deployed its exclusive GPS-based Lux Mapping technology in various regions throughout SDGE’s service area to allow SDGE and its customers to identify and analyze localized lighting issues that will be used to prioritize a system-wide upgrade of the owned streetlight network to LED technology. The scope of this mandate is continually growing, as we are conducting design and evaluative mandates for additional lighting and new subdivisions on the utility’s behalf for their clients, as well as installation supervision of the existing LED conversions.</p>
Contract amount \$	\$ 500 000
Timeframe	August 2017- On-going



2.6 Project Team

The LED streetlighting services will be carried out through a fully-integrated effort, staffed by experts in their fields with all the necessary skills to deliver the project. This is a very important part of our approach, allowing us to deliver the project on time while meeting all the required standards. The Project Team's Organization Chart is presented below, and the team's resumes are presented in Appendix A.



Project Team Summary Table

Name	Position	Qualifications Related to Project
Foddrill Construction Corp.		
Leonora Foddrill	CEO Foddrill Construction	Leonora has been providing direction, drive, and execution of complex, large scale electrical lighting installation and maintenance projects throughout the Southern California area for more than 25 years.
Ken Shope	Project Manager and Quality Control	Ken is a licensed California electrical contractor and has been providing project management and quality control for over 15 yrs in California. He holds C-10 license, is OSHA 30 certified and ensures the projects are managed safely and efficiently.

Name	Position	Qualifications Related to Project
Oscar Sevilla	Project Coordinator	Oscar has been working with Foddrill for 3 years on various streetlighting projects and will provide project coordination and estimating support to the LED Conversion project.
RealTerm Energy		
Malek El Nouwayri	Assistant Project Manager (Audit and design phases)	Malek is an electrical engineer with more than 17 years of international experience in project management. He has been instrumental in the successful completion of a host of multi-million-dollar projects around the globe by building a positive rapport with engineers, suppliers and clients.
Tony Janicki	Client Relations	Tony is based in Southern California and is Director of Sales for the Western U.S. and works primarily to grow RealTerm Energy's presence in California, Washington and Oregon. Tony has extensive experience managing client relations for customers in government, smart cities, energy efficiency, utility, and EV charging markets.
Francisco Reinoso	Senior Energy Efficiency Specialist	Francisco has estimated over 100 LED municipal streetlight projects and draws the greatest efficiencies from every project as he calculates savings in operation and maintenance costs and energy.
David Marmen	Audit Lead	David has 6 years of geomatics engineering experience. As a GIS Specialist and Lead of our GIS audits, he collects data in the field as well as working in-house to analyze data and apply spatial analysis, creating maps and images that visualize our lighting solutions.
Fredella Weil	Lead Lighting Designer	Fredella focuses on maximizing energy efficiency long term for clients, while maintaining a safe and comfortable environment for citizens. She applies her mechanical engineering expertise whenever there are situations that are out of the ordinary.
Mark Carter	Lighting Controls & Smart City Specialist	Mark brings more than 25 years of experience in the controls industry, device networking and Smart City applications to help clients fulfill their IoT (Internet-of-Things) vision.

APPENDIX A: PROJECT TEAM CURRICULUM VITAE

LEONORA FODDRILL, PRESIDENT - FODDRILL CONSTRUCTION CORP

Strategic leader and planner with a significant vision and commitment to take this company with a 26 year history in the electrical lighting industry to new levels of success and make Foddrill Construction a household name in electric lighting and antennae pole installations. Set a positive company culture and instill all team members with a feeling of ownership for their contributions to continuous improvement and uncompromised service.

MAJOR ACCOMPLISHMENTS

- Foddrill Construction holds the distinction of being selected as one of Southern California Edison's preferred Street lighting installers. Clients include Southern California Edison, NOV/Ameron, various municipalities and Private industry throughout Southern California.
- Diversified into new markets which include electrical lighting for commercial, industrial and residential track installations resulting in new contracts for LED conversions in warehouses, golf courses, parking lots, school districts, commercial lighting, sports lighting, decorative lighting and walkways. Foddrill Construction is strongly committed to successfully retrofitting HPS (High Pressure Sodium) lighting to LED.
- Successfully increased company revenue from \$3.4 Million to \$7-10 Million over the past five years by filling the client's basic and critical electrical, solar and LED needs with its diverse electrical lighting, retrofits, and antennae pole installations.
- Recent projects include: Led Retrofitting City of Palmdale, City of Rancho Cucamonga, City of Corona, City of Fullerton, Retrofitting Chino Valley Fire Department, City of Santa Monica, City of Santa Ana Police apartment and parking garages, City of Yorba Linda, Oak Creek Golf Course – Irvine, Antenna Pole installations and street light maintenance throughout Southern California county areas including Los Angeles, Orange, and The Inland Empire.

PROFESSIONAL HISTORY

CEO, Foddrill Construction Corp

2014 – Present

Vice President/Secretary-Treasurer, Foddrill Construction Corp

1993 – 2013

- Provide direction, drive, and execution of complex, large scale electrical lighting installation and maintenance projects throughout the Southern California area, reaching unprecedented level in visibility and profitability.
- Assembled a strong team of associates who share my vision to provide responsive, unparalleled service in the industry. Meet regularly with the company's staff to review company's achievements, projects, and recognize their contributions to the success of the company.
- Coordinate with new and existing team members to enhance operations, develop new business and reinforce outstanding quality customer service resulting in name recognition and enhanced reputation throughout the community.
- Target new sources of business and cost-savings by establishing relationships in the community with city officials, client representatives, project managers and vendors.

Financial

- Develop yearly budget and maintain effective cost containment measures on an ongoing basis in order to run a lean operation. Realized substantial savings in liability and workers' compensation insurance and human resource and payroll services.
- Established strong relationships with banks and trade lenders to assist in growth through improved leverage in construction and permanent financing resulting in lower interest rates, reduced collateral requirements and lower dependence on other more expensive forms of debt.
- Coordinate efforts with Chief Financial Officer, Estimating and Operations Team on job costing , bid proposals and new and ongoing projects.
- Monitor fluctuations in interest rates, investment opportunities and financial trends to facilitate sound financial and investment management decisions.
- Negotiated additional benefits for employees including 401K programs. Successfully negotiated contracts for supplies from the following vendors: ready mix concrete companies, equipment rental companies, electrical suppliers, disposal yards, PVC conduit vendors, concrete cutting vendors, rebar vendors, asphalt.
- Developed and implemented an aggressive Safety Program meant to reduce claims against Workmen's Compensation and staff safety. Developed incentive program for Safety. As staff became aware of the incentives our rates were reduced substantially because of implementing and enforcing safety guidelines and programs.
- Maintain a large fleet of work trucks and equipment including flatbed trucks, pick-up trucks, 10 wheel dump trucks, 18 wheeler crane trucks, stake bed truck, aerial bucket trucks, Bobcats, Compressors, and various small tools including Jackhammers, clay spades and shovels.

Human Resources

- Define team member roles, responsibilities and expectations.
- Develop and empower all team members to fulfill the company's vision. Work with Director of Operations, Operations and Project Management staff to develop training criteria and establish quality standards.
- Initiate company policies and procedures and safety programs.

EDUCATION AND LICENSING

State of California Contractor General Engineering "A" License

PROFESSIONAL ORGANIZATIONS/AWARDS

Women Minority Business Enterprise, certified by Supplier Clearinghouse

National Latina Women Business Association

2018 Latina Woman Business Owner of the Year

2018 Chino Valley Chamber Business of the Year

2018 ACG Awards Finalist Reinventing Category

2016 Spirit of the Entrepreneur Award for General Entrepreneur,
Member, National Association of Women Business Owners (NAWBO)

Board Member, Chino Valley Chamber of Commerce

Board Member, Rancho Del Chino Rotary

Sponsor of the Rancho Cucamonga Quakes

LEONORA FODDRILL, PRESIDENT - FODDRILL CONSTRUCTION CORP

REFERENCES

Terry Delaney 805-207-4616
Construction Services Operation Manager, Ameron
Terry_Delaney@Ameron.Com

Gerard Batista 626-861-4088
City Inspector San Gabriel, CA

Troy Witenbrock 626-861-4088
City Inspector City of Duarte, CA

Don Leace 909-376-2482
City Inspector City of Upland, CA

Maryam Malek 949-295-4326
Vistage International

Gabriel Hill 909-203-7979
Insurance and Surety Services

Belinda Douglas 909-706-2644 –
Douglas Consulting and Procurement

Raziel Arcega 909-349-2884
LNR

Marcia Foster McBean 951-316-3053
Chino Commerical Bank

Jeanne Batista 951-316-3800
Jean Batista Solutions

Ken Shope

13831 Roswell Avenue Suite H Chino, CA 91710
Cell Phone: (909) 376-7078 Email: ken.shope@foddrillconstruction.com

Professional Profile

Self-motivated Design, Maintenance and Quality Control Manager with relevant experience on projects at University of California, San Diego School of Medicine and Health Sciences, Marine Corps Base Camp Pendleton with government contracts, Veteran Hospitals nationally, University of San Diego, local amusement parks and national gym franchises and school districts. Demonstrated history of supervising all elements of construction and design projects, including employee, project quality control, budgets, construction timeline schedules, and governmental project reviews. Team player who leads by example and takes tremendous pride in both the quality of his work and his ability to make the most out of each and every business opportunity. Detail oriented and organized individual, who exemplifies a strong work ethic and the highest degree of professionalism.

Skills and Certifications Summary

- California and Nevada Licensed Electrical Contractor
- OSHA 30 Certified
- CIO C-10 Contractor
- USACE EM 385-1-140 hrs.
- USACE CQC Certification
- 2013 Estimating and Bidding Certification
- Construction and Materials Processes Certification
- Construction Planning and Scheduling Certification
- Project Management for Supervisors Certification
- Experience in working in Title 22 and 24 Building codes
- Experience in working in Uniform Building Codes

Professional Experience

Foddrill Construction Corp
Director of Operations

Chino, CA
November 2017- Present

- Evaluates and examines all areas of operations to ensure services meet established standards and are completed within appropriate time management.
- Maintains productivity by allocating resources and delegating tasks appropriate to employee's skills.
- Anticipates meets and establishes priorities and course of action to meet objectives each day.
- Obtains and analyzes information relevant to objectives and clearly defines work procedures to produce expected results.
- Monitors results of delegated assignments evaluates frivolous spending and makes appropriate suggestions.
- Communicates in a clear, concise manner via verbal and written form with employees and other groups to ensure comprehension of task at hand.
- Develops and maintains an effective operation through the selection, training, compensation, motivation, termination and review of direct staff.
- Focus on OSHA safety rules and regulations, Establish Certification program for work staff.
- Manages and performs annual performance evaluations and takes appropriate action per company policy and procedures in the event discipline is required.
- Evaluates labor personnel wages for competitive market pay scale
- Monitors FCC time sheet procedure, Ensures FCC Foreman are approving and calculating properly and procedures in the event discipline is reporting.
- Communicates with officials regarding any issues on Job site. Follow FCC Practices when reporting accidents and issues.
- Ensure projects are time managed by foreman effectively and efficiently.
- Demonstrates hands on assistance when needed in all areas of Fcc projects.
- Communicate progress daily with CEO/COO including weekly staff meetings.
- Encourage weekly if not daily tailgate discussions between foreman and their teams.
- Supervises/ Maintains/ Trains/ Evaluates all supervisors and employees on the Hilti inventory program.

Logistics & Technology Services and Linc Government Services Joint Venture
Quality Control Manager/Collateral Safety and Health Officer

Camp Pendleton, CA
October 2014- October 2017

- Work in conjunction with government officials and subcontractors making sure the that they all understand the scope of the projects
- Write APP, AHA's, and submit daily reports to the government.
- Perform on site safety inspection, remove all potential safety hazards, and update worksite evacuation plans required by the EM 385.
- Perform QC inspections and documentation need during the project utilizing the three phases of control Preparatory, Initial Phase and Follow up Phase.
- Maintain government Q documents during the project and track rework that needs to be done on the project.
- Manage a team of four director reports and multiple subcontractors
- Manage budgets usually ranging between one and six million dollars, federal grant funded
- Operations management and Human Relations management
- Facilities management
- Manage and inform Camp Pendleton authorities of utilities outages, road controls and building closures
- Project List: backflows, security barriers, pest control, roll up doors, dock levelers

Sygnos Inc.
SSHQ/QCM/Site Superintendent

Camp Pendleton, CA and El Paso, TX
October 2013 - October 2014

- Work in conjunction with Government officials and subcontractors making sure the that they all understand the scope of the projects
- Write APP, AHA's, and submit daily reports to the government.
- Held tailgate safety meetings
- Perform on site safety inspection, *remove* all potential safety hazards, and update worksite evacuation plans required by the EM 385 1-1.
- Perform QC inspections and documentation need during the project utilizing the three phases of controllers
- Maintain government QC documents during the project and track rework that needs to be done on the project.
- Manage a team of four director reports and multiple subcontractors
- Manage budgets usually ranging between one and six million dollars, federal grant funded
- Operations management and Human Relations management
- Project List: Install chillers/broilers to the HVAC system of the Veteran Hospital, Install Air Driers to the Operating Room of the Veteran Hospital, Remodel and Redesign Cafeterias of Camp Pendleton, remodel and design of barracks, Veteran Hospital redesigns based to comply with title 22 and title 24

Alutiiq
Quality Control Manager/Maintenance Manager

Camp Pendleton, CA
2011-2013

- Worked alongside government employees maintaining: Boilers, Chillers, Generators, UPS Systems, Hanger Door, Hoist, and Ground Maintenance all on Camp Pendleton's Flight Line
- Help setup PM programs for all the equipment and schedule to work with the government schedule
- Quality Control on the equipment and keep records for the government on all the equipment
- Wrote APP and AHA for maintenance jobs that were being preformed
- Maintain budget per government contact
- Manage a team of multiple subcontractors and three direct reports
- Manage budgets usually ranging between one and four million dollars, federal grant funded
- Operations management and Human Relations management

- Project List: ground maintenance, installing broilers and chillers, installing roll up doors, installing fire sprinkler systems, managed general building maintenance, room layout and design for on base university, University redesign to comply with title 22

Laser Electric
Electrician/Project Manager

San Diego, CA
2005-2011

- Performed electrical maintenance and managed crews on large electrical jobs
- Inspect the work for quality to ensure passing formal inspections
- Held tailgate safety meetings
- Wrote AHA's for government work
- Interpret and drafting on blueprints and did ass-built when needed
- Draft electrical schematics on new equipment that was being installed
- Manage a team of six to ten direct reports
- Manage budgets ranging from 500,000 to 8 million dollars, federal grant funded
- Project List: University of California, San Diego School of Medicine and Health Sciences simulation lab design and layout, Scripps and UCSD Medical Center install controls, design and build airborne infection isolation rooms, Operating Room HVAC control design and installation, hospital redesigns to comply with title 22 and 24
- Prior Experience includes over fifteen years of general contractor, electrical contractor and facility maintenance

Education

Western Nevada Community College (Computer to Communications)

American Builders and Contractors Association- (San Diego, CA)

Estimating and Bidding One

Estimating and Bidding Two

Project Management

Construction Planning

Construction Material Processes

The Associated General Contractors- (San Diego, CA)

EM 385-1-140 Hr

Oscar Sevilla

13831 Roswell Ave Ste H Chino, CA

Cell Phone: (909) 636-8981 E-Mail: Osevilla@foddrillconstruction.com

Professional Experience

Foddrill Construction Corporation

February 8, 2016-Present

Director of Project Management and Business Development

- Project Management.
- Estimating, Sales and Marketing.
- Develop paperless documents for office and clients.
- Implement paperless transition for company.

Evolving Resources, Incorporated

March 17, 2014-December 2015

Small Unmanned Air Vehicle Curriculum Design, Quality Assurance, Senior Tech Analyst

- Develop SUAS curriculum for Marine and Navy warfighters.
- Develop inventory software for ERI employees.
- Implemented and maintain procedures for military equipment repaired at the depot level and TALSA facilities.
- Repair and maintain military equipment for Marine and Navy warfighters.
- Certified VTOL (Sky Ranger) and nano-VTOL (InstantEye) UAV's.
- Certified Forklift Driver
- Certified CPR.

Rio School District

August 30, 2002 – January 15, 2014

5th-8th Grade Multiple Subject Teacher, Technology Teacher and School Site Technology Champion

- Instruct students on basic computer skills including keyboarding, Microsoft Office, Open Office, Google Drive and Linux use.
- Provide in-depth training sessions on HTML editing software's including Macromedia Dreamweaver 8 and Office FrontPage.
- Guide tour of Internet use and etiquette; proper email distribution, usage, and sending.
- Monitor student growth by calculating surveys and observance.
- Participate in staff training sessions - leadership, communication development, and team building
- Present learning materials in various mediums - books, Internet, audio, and visual drawings.
- Assist students in homework assignments, skills development, and career counseling.
- Yearbook advisor - planning, promoting, fund-raising, group facilitating, handling detail work, meeting deadlines, assembling items of information, coordinating, creating, dealing with pressure, delegating tasks, displaying ideas in artistic form, editing, making layouts.

Oxnard Adult School

August 2008-April 2012

High School Diploma, GED, Technology, and ESL Teacher

- Incorporating learning strategies, problem solving, and developing rapport for adult learners.
- Evaluating, examining, assessing performance, interpreting test results, determining potential of individuals, and monitoring progress for adult learners.
- Establishing rapport, conveying warmth and caring, offering support, motivating, persuading, organizing, questioning, and troubleshooting for adult learners.

Oxnard Elementary School District

August 1, 2000 – July 30, 2002

5th-6th Grade Multiple Subject Teacher

- Training, coordinating, communicating, arbitrating, coaching, and group facilitating for 5th and 6th grade students.

- Designing curricula, incorporating learning strategies, problem solving, and developing rapport for 5th and 6th grade students.
- Evaluating, examining, assessing performance, interpreting test results, determining potential of individuals, and monitoring progress for 5th and 6th grade students.
- Screening, placing, identifying needs, and diagnosing data from state and district benchmark exams for 5th and 6th grade students.
- Confronting, resolving conflicts, establishing rapport, conveying warmth and caring, drawing out people, offering support, motivating, negotiating, persuading, handling complaints, mediating, organizing, questioning, and troubleshooting for 5th and 6th grade students, parents and administration

Education

Azusa Pacific University 2004 - 2005

Graduated with Masters in Technology in Curriculum

San Diego State University 1996 – 2000

Graduated with Bachelors in Chicano Studies and Minor in History

Ventura and Oxnard College 1991-1996

Graduated with Associates Degree

Skills

Platforms – Linux, PC, Apple

Operating Systems – Linux (Ubuntu), Windows 98 to current Windows 10, Mac OS

ESRI(ARCGIS)

Databases – Microsoft Access

Tools – FLASH, CSS, Adobe Creative Suite (Dreamweaver, Photoshop, InDesign), GIMP, Microsoft Office Suite, Google Drive formerly known Google Docs, Prezi, and Animoto

- Certified VTOL (Sky Ranger) and nano-VTOL (InstantEye) UAV's.
- Certified Forklift Driver
- Certified CPR
- Certified Solder

Project Role: Project Manager (Audit and Design Services)

Malek El Nouwayri

17+ years of project management experience



Professional Credentials

Member of the Quebec Order of Engineers

Education

McGill University

Comprehensive Project Management
2015-2016

American University of Beirut

Bachelor of Engineering 1996–2001

Languages

French and English

Project Responsibilities

- Act as “Single Point of Contact”
- Keep municipality updated on the status of its project on a regular basis
- Assume project management responsibility for all aspects of the project
- Meet all codes, standards and budgets
- Propose solutions to any site-encountered issues

Relevant Projects:

- City of Brampton, ON [4,153 fixtures]
- District of Summerland, BC [1,320 fixtures]
- Sarasota County FL, [5,851 fixtures]
- Town of Windham, ME [1,320 fixtures]
- Standish, ME [191 fixtures]
- Tewksbury, MA [1,711 fixtures]

Malek El Nouwayri, an electrical engineer, has more than 17 years of international experience in project management, execution of construction projects and sales and procurement. He has been instrumental in the successful completion of a host of multi-million-dollar projects around the globe by building a positive rapport with engineers, suppliers and clients.

His extensive experience as a design engineer, including his work with a team to complete the design aspects of power distribution and lighting installations in Angola for Agostinho University, has served him well in the areas of project planning, cost estimation, coordination between all project disciplines.

At RealTerm Energy, Malek is strategic in his project management role and is involved in the planning and organization of all resources to expertly complete the client’s projects on-time and within budget.

Malek’s Project Experience:

- Deputy Project Manager and Owner Representative responsible for significantly reducing overall project costs when negotiating contracts, 2010 – 2015.
- Electrical Project Engineer at MAN Enterprise LLC where he led a team of site engineers, foremen and electricians to complete all electrical installations, 2007 – 2009.
- Electrical Design Engineer at Khatib & Alami CEC for Doha International Airport, Al-Darwish Residential Airport, Al-Darwish Residential Tower (Doha, Qatar), North-South Saudi Railway, Shamassiyah Waste Water Station (Saudi Arabia), Akatu City Street Lighting (Kazakhstan), 2006 – 2007.
- Electrical Project Engineer at Alphanoor Electromechanical Works LLC, 2007 – 2008.
- Site Engineer at Consolidated Contractors International Company, 2002 – 2004.

Project Role: Client Relations / Local Point of Contact

Tony Janicki

20+ years' experience working in energy efficiency, utilities, government and smart cities



Education

Bachelor of Arts, Elmhurst College, Elmhurst Illinois

Languages

English

Project Responsibilities:

- Coordinate and supervise solution sales approach to identify client's underlying needs and ensure desired goals are met

Relevant Project Experience:

- Won high-profile LED lighting systems contracts at the US Capitol Building, US Senate Office Buildings, US House of Representatives and Architect of the Capitol.

Tony is based in Southern California and is Director of Sales for the Western U.S. and works primarily to grow RealTerm Energy's presence in California, Washington and Oregon. Tony has extensive experience managing client relations for customers in government, smart cities, energy efficiency, utility, and EV charging markets.

His current responsibilities include:

- Meeting regularly with key decision-makers within prospective municipalities and investor owned utilities to continuously bring a new perspective on LED upgrade business solutions.
- Conducting prospective business presentations to ensure that newer technology and solutions in the street light industry are effectively offered to prospective clients.
- Maintaining key relationships with 3rd party contractors whom may work for Realterm Energy as prime or sub-contractors.

Prior to joining the RealTerm Energy team, Tony held a variety of sales management positions including:

- Sales Director, Tellus Power Inc. Foot Hill Ranch, CA
- Sales and Business Development Executive, Zero Net Energy Technologies Corporation, Irvine California
- OEM Sales and Marketing Manager, Premier In. Anaheim CA
- Sales Director, V-Global Interactive Services Corporation, Laguna Niguel, CA

Project Role: GIS Audit Lead

David Marmen Vallée

6 years
of geomatics engineering
experience

Professional Credentials:

Certificate in ArcGIS (ArcMap level 2)

Education:

Bachelor's degree in Forest Engineering from Laval University, Québec, Canada

Languages:

English, French, and Spanish

Project Responsibilities:

- Engineering street light database and customizing it to meet your needs
- Preparing web map of surveyed streetlight inventory for municipality approval
- Progress monitoring and technical reporting of your LED streetlight upgrade

Relevant Projects:

- San Diego Gas & Electric, CA [30 000 fixtures]
- City of Brockton, MA [7,269 fixtures]
- City of Biddeford, ME [2,032 fixtures]
- City of South Portland, ME [1,729 fixtures]
- Town of Falmouth, ME [590 fixtures]
- Town of Dover Foxcroft, ME [348 fixtures]

David's experience in Geographic Information Systems (GIS) and his passion for the outdoors bring a perfect combination to his role as our GIS Specialist, mapping municipal LED streetlight systems. David trains field crews to collect data and uses his GIS expertise to manage databases, analyze data and apply spatial analysis, creating customized web maps and applications that visualize our lighting solutions.

David also leads the team for our exclusive GPS vehicle Lux Mapping™ surveying technology. This a state-of-the-art methodology consists of a vehicle-mounted system that measures lux levels at normal road speed limits and provides an accurate performance measure of each unit at night with all the benefits of real-time measurement.

His various responsibilities as GIS specialist include:

- Geodatabase design and data management with ESRI desktop and online products
- Monitoring the progress and reporting of our streetlight conversions to LED
- Lux Mapping™ surveying and data analysis
- Training personnel with the use of the ESRI Collector App and online maps

Prior to joining RealTerm Energy, David was a Team Leader/Land Surveyor at Boréal, where he conducted topographic and socio-economic surveys for impact assessments at Rio Tinto's Simandou project in Guinea-Conakry.

His previous experience also includes sustainability projects and municipal lands management.

Project Role: Lead Lighting Designer

Fredella Weil

5+ years
of LED lighting
solutions experience



Education:

Bachelors, Agricultural and Environmental Science
from McGill University, Canada

Bachelors, Mechanical Engineering from Concordia
University, Canada

Languages:

Fluent in English and French

Project Responsibilities:

- Create lighting design according to the RP-8-2014 standards
- Ongoing communication with clients regarding photometric designs

Relevant Projects:

- City of Biddeford, ME [2,032 fixtures]
- City of South Portland, ME [1,729 fixtures]
- Town of Falmouth, ME [590 fixtures]
- Town of Dover Foxcroft, ME [348 fixtures]
- Village of Great Neck, NY [832 fixtures]

Fredella focuses on maximizing energy efficiency long-term for clients, while maintaining a safe and comfortable environment for citizens.

Her responsibilities as the Lead Lighting Designer include:

- Determining the correct fixtures and wattages to ensure that RP-8-2014 standards are met wherever possible
- Applying her mechanical engineering expertise whenever there are situations that are out of the ordinary.

Prior to joining RealTerm Energy, Fredella was a Junior Mechanical Engineer and CAD Administrator at Lumenwerx, an LED lighting manufacturer of architectural and professional lighting.

Some of her responsibilities included:

- Managing Solidworks CAD database for all projects and ensuring proper training for all users of Solidworks EPDM
- Ensuring suppliers had the most up to date drawings, including all details required for production
- Designing, prototyping and helping produce LED light fixtures for pendant and wall applications, both ambient and accent lighting
- Communicating with suppliers to ensure timely delivery of materials
- Planning production scheduling based on lead times

Previously, Fredella worked as an EEDP Mechanical Intern at GE Lighting, an international leader in lighting solutions.

Project Role: Senior Energy Efficiency Specialist

Francisco Reinoso, M.E.S.

5+ years
of specialization in
energy solutions and
efficiency



Education:
Masters, Environment and Sustainability, University of Western Ontario (2012 – 2013)

Bachelor, Business and Public Relations, University of Marina Mercante, Buenos Aires, Argentina (2006 – 2009)

Awards:
United Nations MINUSTAH Medal (2011)

2012-13 Rotary Ambassadorial Scholarship (University of Western Ontario)

2013 Masters in Environment and Sustainability Excellence Award (University of Western Ontario)

Languages:
English, Spanish, Portuguese, French

Project Responsibilities:

- Development of technical and financial calculations
- Evaluation of different manufacturers, performance of luminaires, etc.
- Development and evaluation of competitive bid process for installers

Relevant Projects:

- City of Brockton, MA [7,269 fixtures]
- City of New Britain, CT [5,788 fixtures]
- City of South Portland, ME [1,729]
- Town of Falmouth, ME [590 fixtures]

Francisco’s areas of expertise are of great benefit to both RTE’s firm and our clients. His deep expertise in environment and sustainability, energy efficiency, international business development, and planning and administration lends itself to the successful outcomes of the diverse client projects he oversees. Francisco thrives on working on multiple projects in a fast-paced environment, delivering high quality work within tight timeframes. He is solution-oriented, results-driven and has worked on over 100 LED municipal streetlight projects for RealTerm Energy.

As a senior energy efficiency specialist, Francisco assists the Sales team with data collection, reviews and analyses for the development of Initial Energy Assessments and Investment Grade Audits regarding LED streetlighting conversions for municipalities. He also evaluates projects’ technical and financial indicators including energy and maintenance savings, project costs, cash flows based on defined interest loans, payback periods, ROI, NPV and IRR.

Other responsibilities include:

- Managing the day-to-day operations of the Estimating team
- Supporting the Sales team in researching other markets for new business opportunities and the creation of financial models
- Proposing innovative ways to enhance energy savings and project returns
- Reviewing and responding to municipal and private Request for Proposals in North American and Latin American countries

Prior to joining RealTerm Energy, one of Francisco’s former positions was as Supervisor of Strategic Area (Academic Department) for the Joint Chiefs of Staff College in Buenos Aires, Argentina. He was involved in the planning, coordination and execution of war-game exercises, provided training and mentorship to new civil and military staff members within the Academic Department, and participated in a peacekeeping mission to Haiti for which he won a UN medal.

Project Role: Lighting Controls and Smart City Specialist

Mark Carter

25+ years of automation, enterprise software, embedded semiconductor and lighting controls experience



Professional Credentials:

United States Army's Engineer Officer Basic Course (EOBC), Fort Leonard, MO

Education:

Bachelor of Science in Chemical Engineering, Concentration in Process Control, from the University of Maine

Languages:

English

Project Responsibilities:

- Coordinate and supervise solution sales approach to identify client's underlying needs and ensure desired goals are met

Projects Relating to Smart Control Deployments:

- City of South Portland, ME
- City of Biddeford, ME
- Town of Grand Isle, ME
- Town of Wells, ME
- Town of Falmouth, ME
- Village of Great Neck, NY
- City of Brockton, MA
- Town of Tewksbury, MA

As Vice President – Sales, Mark is responsible for providing leadership and driving both strategy and growth across RealTerm Energy's sales teams. His role is critical in both developing and implementing our strategic initiatives as well as monitoring our national sale teams' performance to ensure desired goals and targets are met or exceeded.

Mark has twenty-five years' executive-level experience in the controls industry. This experience encompasses industrial automation, building automation and lighting controls. He brings a broad knowledge of device networking and Smart City applications to help clients fulfill their IoT (Internet-of-Things) vision.

He is an excellent communicator with a solution sales approach to identify our clients' underlying needs. A former client of Mark's shared that "he is a great strategic thinker who is able to come up with creative concepts to solve complex problems and meet key business requirements." Mark excels at fostering long-term business development relationships from CEO to end-user and is a thoughtful and innovative member of our management team.

Prior to joining the RealTerm Energy, Mark:

- Held a variety of sales management positions with Honeywell International, Echelon Corporation and CIMCON Lighting
- Drove growth with sales teams of varying sizes in multiple markets to include automation controls, enterprise software, embedded semiconductor and lighting controls
- Developed and operated an international business development consulting firm
- Graduated from the United States Army's Engineer Officer Basic Course (EOBC), Fort Leonard, MO

APPENDIX B: POST PROJECT CUSTOMER CARE

Appendix X: Post Project Customer Care

Your project is covered under a Luminaire Manufacturer’s Warranty in combination with an Installation Workmanship Warranty. The RTE Workmanship Warranty covers your new LED street lights which will be free from material and workmanship defects from the installation completion date for a period of one (1) year. Your point of contact during this warranty period is the RTE Project Manager.

RTE Project Number	P-XXXX
RTE Project Name	XXXX Street Lights
RTE Project Manager	Name (514) XXX-XXXX
RTE Workmanship Warranty Start Date Cobraheads	Date
RTE Workmanship Warranty End Date Cobraheads	Date
RTE Workmanship Warranty Start Date Decoratives	Date
RTE Workmanship Warranty End Date Decoratoves	Date

For any warranty issue during this (1) year period, the Municipality will send an email to service@realtermenergy.com to place a service request. (Please refer to the Warranty Service Agreement on what information to send in the service request).

Materials supplied through RTE shall carry the warranty of the original manufacturer (Please refer to Manufacturers’ Warranties included in the Commissioning Report). Any luminaire or installation issue after the (1) year RTE Workmanship Warranty is the responsibility of the Municipality.

Using the instructions in the Warranty Service Agreement (Instructions for Identifying an RTE ID) found in the Commissioning Binder, the Municipality will need to send the following information to the manufacturer for a warranty replacement request.

- 1) RTE Project Number (found above)
- 2) RTE Project Name (found above)
- 3) RTE_ID (from KMZ file, ex: RTE_ID 4527)
- 4) LED_Design (from KMZ file, ex: 53W_XSPA03GA_USN)

The “LED_Design” can be obtained by clicking on the RTE_ID in Google Earth directly. Sometimes you will find “Led replacement” instead of “LED_Design” when you click on the RTE_ID. Regardless the title used in the KMZ file, the information is the same.

Please refer to the following manufacturer contact information for any warranty claim after the (1) year RTE Workmanship Warranty has expired.

COBRAHEAD FIXTURES	COBRAHEAD PHOTOCONTROLLERS
<p>Original Manufacturer: XXX Contact Information: 800-XXX-XXXx E-mail Warranty Duration: XX years Warranty Start Date: Warranty End Date:</p>	<p>Original Manufacturer: XXX Contact Information: 800-XXX-XXXx E-mail Warranty Duration: XX years Warranty Start Date: Warranty End Date:</p>
DECORATIVE FIXTURES	DECORATIVE PHOTOCONTROLLERS
<p>Original Manufacturer: XXX Contact Information: 800-XXX-XXXX E-mail Warranty Duration: XX years Warranty Start Date: Warranty End Date:</p>	<p>Original Manufacturer: XXX Contact Information: 800-XXX-XXXx E-mail Warranty Duration: XX years Warranty Start Date: Warranty End Date:</p>

At any point in time, if you have any difficulty in requesting service for a warranty issue, please contact your RTE Project Manager for support.

SAMPLE

APPENDIX C: ADDENDUM ACKNOWLEDGEMENT

ACKNOWLEDGMENT FOR ADDENDUM NO. 1

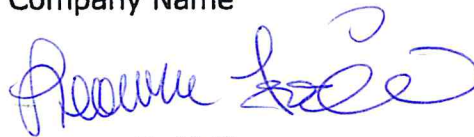
ADDENDUM No. 1 TO THE REQUEST FOR PROPOSALS FOR THE CONVERSION OF CITY-OWNED STREETLIGHTS AND CITY-OWNED SAFETY LIGHTS FROM HIGH PRESSURE SODIUM (HPS) TO LIGHT EMITTING DIODE (LED)

STATEMENT:

I have received Addendum No. 1 to the REQUEST FOR PROPOSALS FOR THE CONVERSION OF CITY-OWNED STREETLIGHTS AND CITY-OWNED SAFETY LIGHTS FROM HIGH PRESSURE SODIUM (HPS) TO LIGHT EMITTING DIODE (LED), in the City of Garden Grove.

Foddrill Construction Corp.

Company Name

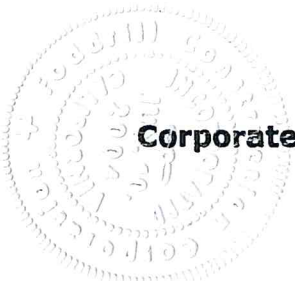


Leonora Foddrill

By

CEO

Title



Corporate Seal