

**WILLOWS UNIFIED SCHOOL DISTRICT**  
**Office of the Superintendent**

**Date of Meeting: June 17, 2021**

**Request For Placement on Board Agenda:**

**AGENDA TOPIC:**        **Authorize Letter of Intent / Agreement with Compass Energy Solutions for services related to the California Energy Commission AB841 School Energy Efficiency Stimulus (SEES) Program**

**PRESENTER:**            **Debbie Costello, Director of Business Services**

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**BACKGROUND**

Passed in September of 2020, Assembly Bill (AB) 841, created the Schools Energy Efficiency Stimulus (SEES) Program to fund improvements for HVAC systems and replacement of non-code compliant plumbing fixtures through grants for California K-12 public schools.

Compass Energy Solutions would complete the necessary studies and applications on behalf of Willows Unified School District to secure our fair share of these funds. The accompanying Letter of Intent / Agreement outlines the provisions of the services to be provided and confirms that Compass Energy would be paid solely from the proceeds of grant funds awarded.

**RECOMMENDATION**

The Superintendent and Director of Business Services request Board approval to engage Compass Energy Solutions for services related to the development of HVAC projects and acquisition of funding from the SEES program per the attached agreement.



May 3, 2021

Emmett Koerperich  
Superintendent  
Willows USD  
823 W Laurel St  
Willows, CA 95988

Dear Superintendent Koerperich,

Compass Energy Solutions (CES) is interested in a “True” partnership with Willows USD to identify, develop and deliver “state of the art” energy saving projects. CES will conduct a Feasibility Study to identify HVAC, Controls and Ventilation solutions that fit the SEES Program Guidelines. CES is excited to partner with the District to develop, manage and implement identified cost effective energy solutions

Please review the following process that outlines the partnership between CES and Willows USD:

1. CES and Willows USD enter into a Letter of Intent (LOI)
2. The LOI is an agreement that allows CES to spend the necessary resources, money and time to conduct a Feasibility Study.
3. Willows USD will provide the necessary resources to complete the Feasibility Study; such as Building information, Utility Bill Authorization, Mechanical & Electrical Drawings (if applicable) and personnel to walk CES through the facilities.
4. CES will present the Feasibility Study and collaborate with the District to develop the most cost effective, energy efficient projects.
5. If our findings and recommendations meet the District’s financial criteria, CES and Willows USD will enter into an Energy Services Agreement to implement the agreed upon measures. At this level of commitment, there will be a \$20,000 exit fee, if the District decides not to work with CES to implement the energy project. If the findings and recommendations do not meet the District’s financial criteria or the SEES Program Guidelines, no exit fee is due.
6. CES will secure all applicable rebates and grants. Work with the California Energy Commission, PG&E and other agencies to maximize cost effectiveness.

CES will work with Willows USD through its contract award process utilizing Government Code (GC) 4217.

Once executed, this letter of intent will constitute an agreement between Willows USD and Compass Energy Solutions.

Sincerely,

Johnny Mattice  
Director of Business Development

**Contractor:**

Compass Energy Solutions

By: Fred Ghahramani

Signature: \_\_\_\_\_

Title: President

Date:

**Customer:**

Willows USD

By: Emmett Koerperich

Signature: \_\_\_\_\_

Title: Superintendent

Date: