

**EDUCATION SERVICE CENTER REGION 19  
RFQ AWARD SUMMARY**

**RFQ TITLE:** Multi-State Energy Performance Contracting Services, HVAC and Related Items– ESC Region 19 Allied States Cooperative

**RFQ NUMBER:** 14-7010

**RFQ OPENING DATE:** December 3, 2013

**CONTRACT TERM:** Date of award until December 31, 2014 with four (4) one-year optional renewal periods not to exceed 60 months in the aggregate  
**(Extended by Region 19 until December 31, 2015)**  
**(Extended by Region 19 until December 31, 2016)**  
**(Extended by Region 19 until December 31, 2017)**  
**(Extended by Region 19 until December 31, 2018)**  
**(Extended by Region 19 until December 31, 2019)**

**FUNDING SOURCE:** Various

**RFQ's ISSUED:** 167

**RESPONSES:** 3

**ADVERTISEMENT DATES:** Washington Post November 11<sup>th</sup> and 18<sup>th</sup>, 2013

**BOARD MEETING DATE:** January 16, 2014

**RECOMMENDED FOR AWARD** **McKinstry Essention. LLC (All States except Hawaii, US Territories)**  
**Yearout Mechanical, Inc. (All States & US Territories)**

**TOTAL (estimated)** **\$250,000,000.00 / year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative members to utilize one contract for energy performance, HVAC and related services during the contract period. A proposal from Trane U.S. Inc. contained a high coefficient, no bonding letter, and took numerous exceptions to the specifications and was therefore not considered.

**SPECIFICATIONS PROVIDED BY:** Dean Zajicek  
ESC Region 19

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19

Martin Camacho  
ESC Region 19

**ORDER INFORMATION:**

**McKinstry Essention. LLC**

Attn: Mike McDaniel  
13465 Midway Road, Suite 100  
Dallas, TX 75244  
972-532-4290  
Fax: 972-239-8835  
[mikemed@McKinstry.com](mailto:mikemed@McKinstry.com)

**McKinstry Sales & Marketing**

Attn: Heidi de Laubenfels  
5005 Third Avenue South  
Seattle, WA 98134  
206-762-3311  
Fax: 206-762-2624  
[heidide@McKinstry.com](mailto:heidide@McKinstry.com)

**McKinstry Billing/Purchase Orders**

Attn: Robert Sewell  
5005 Third Avenue South  
Seattle, WA 98134  
206-762-3311  
Fax: 206-762-2624  
[accountsreceivable@McKinstry.com](mailto:accountsreceivable@McKinstry.com)

**Yearout Mechanical, Inc. (YESCO)**

Attn: Scott Griffith  
8501 Washington NE  
Albuquerque, NM 87113  
505-274-0454  
Fax: 505-883-5073  
[scott@yearoutenergy.com](mailto:scott@yearoutenergy.com)

**Yearout Billing/ Purchasing Orders**

Attn: Colby Gear  
8501 Washington NE  
Albuquerque, NM 87113  
505-884-6100  
Fax: 505-883-5073  
[Colby@yearout.com](mailto:Colby@yearout.com)

Approved by: \_\_\_\_\_  
(James R. Vasquez- Executive Director)  
(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_  
(December 12, 2013)  
(October 1, 2014)  
(September 30, 2015)  
(November 3, 2016)  
(October 6, 2017)  
(November 28, 2018)