

Comparison of ESCO Services and Charges	CTS Group	Ameresco
1. 2015 rate schedule broken down by classification including overhead and profit. (Final Costs)		
Design Engineering	3.0%	6%
Performance and Payment Bond/Bonding and Insurance	1.1%	1%
Construction Management/Project Management –General Conditions, Mobilization, Construction Management, Quality Control, ESCO Field Staff	4.6%	5%
Project Commissioning / System Commissioning and 1st Year Training	1.5%	1%
Overhead and Profit	10.8%	12%
Project Administration (Bidding Process and Award, Permit Coordination, Contract Oversight, Invoices and Payments, Safety Program Oversight)	-	4%
Subtotal	20.9%	29%
Duration of project development (includes engineering)	3-4 months	3 months
2. Post-Construction Guarantee/Monitoring Phase: savings guarantee, staff training, follow-up monitoring, and contract maintenance services.		
Measurement and Verification Cost	\$3000/facility	<10% of Guaranteed utility savings
Annual Staff Training	Included in Subcontract Scope of Work or Abs. by Factory Rep	<1% of hard costs (\$39,000/year for a 3.9M project)
Maintenance Services	No Cost	A project of this nature does not typically require services of this type
3. Charges and fees for an Investment Grade Audit of the Orland Park facilities (Walk Away Fee)		
IGA Fees	No Cost	10 cents/ sq ft
Village Hall	-	\$5,000
Cultural Center	-	\$4,000
Public Works	-	\$13,199
PW Garage South	-	\$2,250
PW Garage East	-	\$1,314
PW North with Salt Storage	-	\$3,487
Sportsplex	-	\$8,900
Recreation Administration	-	\$1,180
Total	-	\$39,330

1. CTS will not charge the Village for the IGA. The final costs included are from \$3.9M project in City of Ballwin Missouri and are considered typical rates.
2. CTS Engineering costs typically fall between 1.5-3% of total job costs.
3. Ameresco IGA Fee will roll over into contract. If no contract, IGA fee will constitute the walk-away fee
4. Ameresco rates are from their fee schedule. The contingency fee of 3-5% is included as a part of the hard costs of the project and is not part of the fee schedule listed above.
5. Building Dynamics System through Seldera Analytics \$5506 +
6. Ameresco: If it were to become necessary, for whatever reason, providing Maintenance Services is well within our capabilities and we'd be happy to help out.