REQUEST FOR PROPOSAL

TO: UNIVERSITY OF CENTRAL MISSOURI

RFP NO: 9115
DATE: March 5, 2009
CONTACT: Michael D. Sibert
TELEPHONE: (660) 543-4001
FAX: (660) 543-8345

SEALED PROPOSAL MUST BE RECEIVED NO LATER THAN:
DATE: March 13, 2009
TIME: 2:00 p.m. CDST

Return Proposal To: UNIVERSITY OF CENTRAL MISSOURI
Purchasing Office, General Services Building
102 W. South Street
Warrensburg, MO 64093

Energy Performance Contracting Project Financing

The University of Central Missouri is requesting proposals from interested/qualified lending institutions and/or financial services companies to provide 15-year construction financing for the implementation of a Performance Based Energy Savings Contracting program. The financing agreement will be between the University of Central Missouri and the selected lender, as per the specifications in this Request for Proposal. There may be multiple alternatives considered at this time.

The purpose of this financing will be to secure a performance based energy savings project provided by an Energy Service Company.

The proposal shall provide firm, fixed prices for the services described herein, in accordance with the terms and conditions of this document. Due to the time restriction, no pre-proposal conference is being held.

IMPORTANT:
1) Proposals may not be accepted if the proposal designation name and number is not on the outside of the envelope.
2) Proposal must be prepared in accordance with Part Three Offer’s Instructions & Requirements Information. Those proposals which are not in compliance may be deemed non-responsive.
3) MBE/WBE goals are provide in this RFP.
4) The last day for questions regarding this RFP is 2:00 p.m. CDST, Tuesday, March 10, 2009.
5) The University of Central Missouri reserves the right to make no award, to make award of financing in alternate methods (Bonding), to make award to multiple vendors, or to negotiate a suitable alternative for this project.

Buyer of Record: Michael D. Sibert, Director of Procurement & Materials Management
PART ONE

INTRODUCTION AND GENERAL INFORMATION

1. INTRODUCTION

1.1 This document constitutes a request for competitive, sealed proposals from qualified lending institutions and/or financial services companies to provide 15-year construction financing for the implementation of a Performance Based Energy Savings Contracting program in accordance with the terms and conditions set forth herein.

1.2 MULTIPLE options ARE being considered at this time. The University is considering the lease purchase option for its Performance Based Energy Savings Program as shown in table 3.1 in the Scope of Work section. In addition, the University may consider the option of bonding the project which would be handled separate and apart from this solicitation.

2. ORGANIZATION

2.1 This document, referred to as a Request for Proposal (RFP), has been divided into the following parts for the convenience of the proposer:

   2.1.1 Part One - General Information
   2.1.2 Part Two - General Requirements/Terms & Conditions
   2.1.3 Part Three - Technical Specifications
   2.1.4 Part Four - Proposal Submission Information
   2.1.5 Part Five – Exhibits

3. BACKGROUND INFORMATION – PROGRAM CONSIDERATION

3.1 This is a new project to be carried out, upon Board of Governors approval at the University of Central Missouri. Request for Proposals were received on August 7, 2008, from interested and qualified Energy Service Performance Contractors for Performance Management services with the goal of aiding the University in becoming as operationally efficient as possible by analyzing facility energy efficiency measures, optimizing building operations and on-going maintenance of equipment.

3.2 The University has awarded an energy service company (ESCO) agreement – Investment Grade Audit contract to Trane U.S., Inc. The proposal was awarded based on guaranteed savings agreements.

3.3 The University conducted an Investment Grade Audit of the campus in order to develop a plan of action which will meet the energy and infrastructure repair needs of the campus. The total amount of the contract is estimated to be $36 Million dollars.

3.4 It is planned that the University will seek to lease purchase and own any new equipment installed as a result of the project.
4. TERMINOLOGY/DEFINITIONS

4.1 Whenever the following words appear in this RFP the definition or meaning described below shall apply.

4.1.1 **Amendment** means a written, official modification to an RFP or to a contract.

4.1.2 **Proposer/Offeror** means the person or organization that responds to an RFP by submitting a bid/proposal with prices to provide the equipment, supplies, and/or services as required in the RFP document.

4.1.3 **Buyer of Record** means the procurement staff member of the Purchasing Office who shall be the contact person for this RFP.

4.1.4 **Contract** means a legal and binding agreement between two or more competent parties, for a consideration for the procurement of equipment, supplies, and/or services.

4.1.5 **Financier/Contractor** means a person or organization who is a successful proposer as a result of an RFP and who enters into a contract.

4.1.6 **Request for Proposal (RFP)** means the solicitation document issued by the Purchasing Office to potential proposers for the purchase of equipment, supplies and/or services as described in the document. The definition includes the Terms and Conditions as well as all Pricing Pages and Amendments thereto.

4.1.7 **Must** means that a certain action is a mandatory condition. Failure to provide or complete will result in a proposal being considered non-responsive and not evaluated any further.

4.1.8 **May** means a certain feature, component, or action is permissible, but not required.

4.1.9 **Shall** has the same meaning as the word **must**.

4.1.10 **Should** means that a certain action is desirable but not mandatory.

END OF SECTION
PART TWO

GENERAL REQUIREMENTS/TERMS & CONDITIONS

1. LEASE DOCUMENTS

1.1 The University shall be considered the lease holder. The Financier shall provide a sample agreement approved for use in the State of Missouri for review by the University’s Office of the General Counsel and the Vice President for Administration and Finance. The University reserves the right to clarify any contractual relationship in writing with the concurrence of the Financier, and such written clarification shall govern in case of conflict with the applicable requirements stated in the RFP or the Financier’s proposal. In all other matters not affected by the written clarification, the formal lease contract shall govern.

2. LENGTH OF AGREEMENT

The Agreement for the University to utilize the proposed program shall not bind, nor purport to bind, the University for any Commitment in excess of the original agreement period.

3. AMENDMENTS TO AGREEMENT

3.1 Any change in the lease contract, whether by modification and or supplementation, must be accomplished by a formal amendment signed and approved by and between the duly authorized representatives of the Financier and the University.

3.2 Any amendment shall (1) specify an effective date, (2) specify any increases or decreases in the amount of the payments charged, (3) describe changes, if any, to the provisions of the lease contract, (4) be entitled as an "Amendment", and (5) signed by the parties identified in the preceding sentence. The Financier expressly and explicitly understands and agrees that no other method and/or no other document, including correspondence, acts, and oral communications by or from any person, shall be used or construed as an amendment to the actual agreement.

4. APPLICABLE STATE LAWS

4.1 The lease contract shall be construed according to the laws of the State of Missouri. The Financier shall comply with all local, state, and federal laws and regulations related to the performance of the contract to the extent that the same may be applicable. Violation of any local, state or federal law and/or regulation shall be considered a material breach of this contract. The Financier must be registered with and maintain good standing with the Secretary of State of the State of Missouri and other regulatory agencies, as may be required by law or regulation.
5. ASSIGNMENTS

5.1 The Financier shall not transfer any interest in contract, whether by assignment or otherwise, without the prior written consent of the Office of Procurement and Materials Management.

6. RIGHTS

6.1 The University reserves the right to accept or reject any or all proposals, and to waive any technicalities or irregularities in any proposal, and to make award to the response which in the University’s opinion is the most advantageous to the University. Each proposer agrees that the submission of a proposal constitutes an agreement by the proposing firm to waive any legal claim against the University or their benefits consultant should the University fail to select their proposal.

7. REMEDIES

7.1 No provision in this document or in the Financier’s response shall be construed, expressly or impliedly, as a waiver by the University of any existing or future right and/or remedy available by law in the event of any claim or default or breach of contract made by the Financier.

8. BANKRUPTCY OR INSOLVENCY

8.1 Upon filing for any bankruptcy or insolvency proceeding against the Financier, whether voluntary or involuntary, or upon the appointment of a receiver, trustee, or assignee for the benefit of creditors, the Financier must notify the Vice President for Administration and Finance immediately. Upon learning of the actions herein identified the University reserves all of the rights guaranteed to the institution under the agreement.

9. CONFLICT OF INTEREST

9.1 In accordance with all applicable provisions of the Revised Statutes of the State of Missouri, no official or employee of the University or its governing body and no other public official of the State of Missouri who exercises any functions or responsibilities in the review or approval of the undertaking or carrying out of the project covered by the contract shall voluntarily acquire any personal interest, directly or indirectly, in the contract or proposed contract.

9.2 The Financier covenants that he/she presently has no interest and shall not acquire any interest, directly or indirectly, which would conflict in any manner or degree with the performance of the services hereunder. The Financier further covenants that no person having any such known interest shall be employed or conveyed any interest, directly or indirectly, in the contract.

10. PAYMENT

10.1 The Financier agrees and understands that any payment due under the terms of the contract shall be made by the University of Central Missouri, in accordance with the terms of the
11. COMMUNICATIONS AND NOTICES

11.1 Any written notice to the Financier shall be deemed sufficient when deposited in the United States mail, postage prepaid, and addressed to the Financier at its address and/or carried and presented to an authorized employee of the Financier at its address.

12. FINANCIER’S PERSONNEL/REPRESENTATIVE

12.1 The Financier agrees and understands that the University’s agreement of the contract is predicated, in part and among other considerations, on the utilization of the specific individual(s) and/or personnel qualification(s) as identified and/or described in the Financier’s proposal. Therefore, the Financier agrees that no substitution of such specific individuals and/or personnel qualifications shall be made without prior written approval of the University. The Financier further agrees that any substitution made pursuant to this paragraph must be equal or better than originally proposed and that the University’s approval of a substitution shall not be construed as an acceptance of the substitution’s performance potential. The University agrees that an approval of a substitution will not be unreasonably withheld.

12.2 Financiers are prohibited from assigning, transferring, conveying, subletting or otherwise disposing of this proposal or any resultant agreement or its rights, title, or interest therein or its power to execute such agreement to any other person, agent, broker, company, insurer or corporation without the previous written approval of the University.

13 CLARIFICATION AND MODIFICATIONS IN TERMS AND CONDITIONS

13.1 Where there appears to be variances or conflicts between the General Requirements/Terms and Conditions, the Technical Specifications/Scope of Work or Services outlined in this Solicitation, Amendments, and then the Technical Specifications/Scope of Work or Services then the General Requirements will prevail.

13.2 If any Financier contemplating submitting an Offer under this Solicitation is in doubt as to the true meaning of the specifications, the Financier must submit a written request for clarification to the University’s Procurement Department. The Vendor submitting the request shall be responsible for ensuring that the University receives the request in sufficient time to allow written clarification/response prior to bid opening or proposal closing.

13.3 ORAL STATEMENTS NOT BINDING: It is understood and agreed that the written terms and provisions of the contract shall supersede all oral statements of any and every official or other representative of the purchaser (University), and oral statements shall not be effective or be construed as entering into, or forming a part of, or altering this contract in any way whatsoever.

13.4 The Vendor, by affixing its signature to this Solicitation, certifies that its Offer is made without previous understanding, agreement, or connection either with any persons, firms or corporations making an Offer for the same items, or with the University. The Vendor also
certifies that its Offer is in all respects fair, without outside control, collusion, fraud, or otherwise illegal action. To insure integrity of the University’s public procurement process, all Vendors are hereby placed on notice that any and all Vendors who falsify the certifications required in conjunction with this section will be prosecuted to the fullest extent of the law.

14 RESERVATIONS

14.1 The University reserves the right to make multiple awards, and splitting the award, if in the best interest of the University to do so.

14.2 The University reserves the right to conduct negotiations with the finalist(s) in order to reach an agreement that meets the University’s need and to accept revisions of proposals. During this negotiation period, the University will not disclose any information derived from proposals submitted, or from discussions with other Vendors. Once an award is made, the solicitation file and the proposals contained therein are in the public record.
PART THREE

TECHNICAL SPECIFICATIONS

University of Central Missouri
Request-for-Proposal
For Performance Contracting Project Financing

March 5, 2009

1.0 Introduction

The University of Central Missouri is requesting proposals from interested/qualified lending institutions and/or financial services companies to provide 15-year construction financing for the implementation of a Performance Based Energy Savings Contracting program. The financing agreement will be between the University of Central Missouri and the selected lender. The University was given a rating of (A) by Standard and Poor’s in December, 2008.

The purpose of this financing will be to secure a performance based energy savings project provided by Trane U.S. Inc.

To that end, the following information is provided as well as requested information items that we seek your written response no later than March 13, 2009.

Customer: University of Central Missouri
213 Administration Building
Warrensburg, Missouri 64093
(660) 543--4113

Vendor (ESCO): Trane U.S. Inc.
8014 Flint Street
Lenexa, KS 66214

Funding Date: April 3, 2009

Construction Timeline: 12-18 Months

Project Financial Pro Forma: See Attachment A

2.0 Limited Obligations
The obligations of the University to make any payments under the financing agreement will be subject to annual appropriations approved by the University’s Board of Governors. Once appropriated each year by the Board of Governors, the obligations of the University to make payments under the financing agreements will be general obligations of the University payable from all legally available funds of the University, except funds appropriated to the University by the State of Missouri and funds pledged to the payment of revenue bonds of the University, as well as previously issued general obligation bonds of the University. The University has other financing agreements that are also general obligations of the University payable from the same source. There is no dedicated source of revenues to make the payments for the Performance Based Energy Savings Project Financing discussed within this RFP. No University buildings or real estate may be pledged to secure the obligations of the University.

3.0 Project Description:

3.1 The University is considering proposals for a Lease-Purchase Agreement for its Performance Based Energy Savings Program as shown in the below table.

<table>
<thead>
<tr>
<th></th>
<th>Scenario 1</th>
<th>Scenario 2</th>
<th>Scenario 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Cost</td>
<td>$17,000,00</td>
<td>$23,000,000</td>
<td>$36,107,423</td>
</tr>
<tr>
<td>Financing Term</td>
<td>15 Years</td>
<td>15 Years</td>
<td>15 Years</td>
</tr>
<tr>
<td>Funding Date</td>
<td>3-Apr-09</td>
<td>3-Apr-09</td>
<td>3-Apr-09</td>
</tr>
<tr>
<td>Construction Timeline</td>
<td>12 Months</td>
<td>15 Months</td>
<td>18 Months</td>
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<tr>
<td>Project Financial Pro-Forma</td>
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<td>See Attach. A</td>
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**Draw Schedule:**

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<th>Scenario 3</th>
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<td>9-May-2009</td>
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<td>1,840,000</td>
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<td>1,840,000</td>
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<td>1,700,000</td>
<td>1,840,000</td>
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</tr>
<tr>
<td>9-Oct-2009</td>
<td>1,530,000</td>
<td>1,610,000</td>
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</tr>
<tr>
<td>9-Nov-2009</td>
<td>1,530,000</td>
<td>1,610,000</td>
<td>722,148.46</td>
</tr>
<tr>
<td>9-Dec-2009</td>
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<td>722,148.46</td>
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<td>10-Apr-2009</td>
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<td>690,000</td>
<td>722,148.46</td>
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<tr>
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<td>10-Jun-2009</td>
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<td>230,000</td>
<td>1,805,371.15</td>
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<tr>
<td>10-Jul-2009</td>
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<tr>
<td>10-Aug-2009</td>
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<td>-</td>
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<td>10-Sep-2009</td>
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<tr>
<td>10-Oct-2009</td>
<td>-</td>
<td>-</td>
<td>722,148.46</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$17,000,00</strong></td>
<td><strong>$23,000,000</strong></td>
<td><strong>$36,107,423</strong></td>
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### Equipment Description:

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<th>Scenario 1</th>
<th>Scenario 2</th>
<th>Scenario 3</th>
</tr>
</thead>
<tbody>
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<td>2,000,000</td>
<td>2,000,000</td>
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<tr>
<td><strong>HVAC Equipment</strong></td>
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<td>1,500,000</td>
<td>1,500,000</td>
</tr>
<tr>
<td><strong>Boilers</strong></td>
<td>500,000</td>
<td>500,000</td>
<td>500,000</td>
</tr>
<tr>
<td><strong>HVAC Controls</strong></td>
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<td>3,000,000</td>
<td>3,000,000</td>
</tr>
<tr>
<td><strong>Fire Alarm</strong></td>
<td>-</td>
<td>-</td>
<td>2,500,000</td>
</tr>
<tr>
<td><strong>Windows</strong></td>
<td>-</td>
<td>-</td>
<td>1,500,000</td>
</tr>
</tbody>
</table>

- Construction period financing may be either in the form of a standard construction draw schedule, with interest accruing on the principal balance, or a construction escrow fund. Please specify which method your quote references.

- In either case, the construction finance costs will accrue through the date of final completion/acceptance of the installation by The Trane Company and be capitalized in the financing and/or escrow earnings applied to reduce the financed amount (i.e. net funding).

- Financier’s should describe/list detail any buy-out provisions to be considered at the expiration of the 15-year time period.

### 4.0 Respondent’s Statement of Qualifications, Experience and Availability to Undertake the Project:

The experience of the Offeror’s organization and the expertise of proposed personnel will be considered subjectively in the evaluation process. Therefore, the Offeror is strongly encouraged to submit detailed information that documents successful and reliable experience in past performances, especially those performances related to the requirements of the Request for Proposal. As a minimum, the Offeror should provide the following information related to this evaluation criteria.

### 4.1 Please provide a brief introduction to your firm which should include the following information as of December 31, 2008:

1. **Total dollar volume of lease financing both nationally and Missouri for calendar years 2006 thru 2008.**

2. **List and provide a brief biographical sketch of the individual(s) that will be assigned to this project on a day-to-day basis.**

3. **Please describe the assistance, services and advice that your firm will provide to University of Central Missouri related to financing the Performance Based Energy Savings Contracting Program.**

4. **Please provide a description of the financing agreement (e.g. lease-purchase)**
### 4.2 References

4.1 Please provide three references concerning your qualifications and experience with Higher Education clients. The reference information should include:

- University / Entity Name
- Address
- Reference Contact Name and Position Title
- Contact’s Telephone Number
- Brief Description of Services Provided

### 5.0 Offeror’s Financing Quotations

5.1 Please provide your firm’s financing quotations by completing the items in “red” on the following table:

<table>
<thead>
<tr>
<th>Project Cost</th>
<th>$17,000.00</th>
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<tr>
<td>Construction Timeline</td>
<td>12 Months</td>
<td>15 Months</td>
<td>18 Months</td>
</tr>
<tr>
<td>Prime +</td>
<td># of basis pts above prime</td>
<td># of basis pts above prime</td>
<td># of basis pts above prime</td>
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<tr>
<td>Amortization Schedule</td>
<td>Attach amortization schedule for proposed interest rate</td>
<td>Attach amortization schedule for proposed interest rate</td>
<td>Attach amortization schedule for proposed interest rate</td>
</tr>
</tbody>
</table>

- Financier’s should describe/list detail any buy-out provisions to be considered at the expiration of the 15-year time period.

- Please note when completing the above table, the University will need twelve months to realize the energy savings to meet the first interest expense payment. Please indicate on your submitted amortization schedule how your firm will accommodate this provision (eg. Capitalized interest for the first year).
6.0 Instructions to Respondents

If responding to this Request for Financing Proposal (RFP), please return your submittal to UCM no later than 2:00 PM. On March 13, 2009. Submittals received after this date and time will be treated as a “no bid” and will be returned unopened. Your response should be mailed to:

Michael D. Sibert, CPPB
Director
Procurement & Materials Management
University of Central Missouri
General Services 102
Warrensburg, MO 64093
Office: 660-543-4001
Fax: 660-543-8345
sibert@ucmo.edu
PART FOUR

PROPOSAL SUBMISSION INFORMATION

1. SUBMISSION OF PROPOSALS

1.1 Proposals must be priced, signed, sealed and returned (with all necessary attachments) to the Purchasing Office by the proposal receipt date and time specified on the first page of the RFP.

1.1.1 Specifically, any form containing a signature line must be manually signed and returned as part of the proposal.

1.1.2 In addition to the original proposal, the proposer should include five (5) copies of his/her proposal. Therefore the Offeror shall provide a total of six (6) proposals.

1.1.3 The proposer shall not submit a proposal by fax machine or electronic mail because only sealed proposals are acceptable in response to this RFP.

1.2 The proposer must respond/address each paragraph and subparagraph in Part Three Technical Specifications, and an overall agreement to Part Two General Requirements sections. Proposers that fail to address/respond to Part Two and Three with a response maybe considered as non-responsive and disqualified for further consideration for award.

1.3 Expenses: The University will not be responsible for any expenses incurred by a firm in preparing and submitting a proposal.

2. CLARIFICATION OF REQUIREMENTS

2.1 Proposers are strongly encouraged to read the Terms and Conditions of a Request for Proposal carefully prior to the submission of a proposal. The proposer must comply with all requirements stated in the document.

2.2 Any and all questions regarding specifications, requirements, competitive procurement process, etc., must be directed to the Buyer of Record as indicated on the first page of this RFP. Questions shall also be submitted in writing or may faxed to the Buyer’s attention at 660-543-8345. Please note the last day for questions on cover page.

2.2.1 Proposers are cautioned not to contact any other employee of the University concerning this RFP during the proposal and evaluation processes.

2.3 The proposer is advised that the only official position of the University is that position which is stated in writing and issued by the Purchasing Office as a Request for Proposal and any amendments thereto. No other means of communication, whether oral or written, shall be construed as a formal or official response or statement.

3. EVALUATION PROCESS

3.1 After determining that a proposal satisfies the mandatory requirements stated in the Request for Proposal,
the comparative assessment of the relative benefits and deficiencies of the proposal in relationship to the published evaluation criteria shall be made by using subjective judgment. If an award is made, the award of the contract resulting from this Request for Proposal shall be based on the lowest and best proposal received in accordance with the evaluation criteria stated below:

3.1.1 Cost & Availability of funds...........................…....   75 points
3.1.2 Statement of Qualifications…………..………………..5 points
3.1.3 References ……………………6 points

4. CONTRACT AWARD

Any award of a contract resulting from this RFP will be made only by written authorization from the Purchasing Office of UCM.

5. COST

5.1 The proposer must state a firm, fixed total premium price for the coverage stated herein. The proposer’s firm, fixed price must be shown on Exhibit A, Pricing Page, which must be completed, signed and returned with the proposer’s proposal.

5.2 Any cost and/or pricing data submitted or related to the proposer’s proposal including any cost and/or pricing data related to contractual extension options, whether required or voluntary, shall be subject to evaluation if deemed by the University to be in the best interests of the University.

5.3 In the evaluation of the proposer’s proposal, the Purchasing Office reserves the right to consider the value of money and any other economic impact factors as deemed appropriate and in the best interests of the University and the Students, including any internal costs.

6. PROPOSER’S EXPERIENCE, RELIABILITY, AND STABILITY

6.1 Experience, reliability, and stability of the proposer’s agency, administrative firm and/or insurance company relations is considered in the evaluation process. Therefore, the proposer is advised to submit any information which documents successful and reliable experience in past performances, especially those performances related to the requirements of this RFP, as well as documentation of a stable organization.

6.2 The proposer should provide the following information related to previous and current contracts which are considered identical or similar to the requirements of this RFP or which indicate experience in handling and servicing policies of this size (as per Exhibit B).

6.2.1 Name, address, and telephone number of client and a contact person who may be contacted for verification of all data submitted.

6.2.2 Dates of the service

6.2.3 A brief, written description of the specific prior services performed and administrative services provided.

END OF SECTION
EXHIBIT A
PRICING PAGE

1. The proposer must state a firm, fixed total premium price to provide insurance coverage in accordance with the provisions and requirements herein:

<table>
<thead>
<tr>
<th>INSTITUTION NAME :</th>
<th>LOCATION:</th>
</tr>
</thead>
</table>

| Project Cost       | $17,000.00 | $23,000,000.00 | $36,107,423 |
| Financing Term     | 15 Years   | 15 Years       | 15 Years    |
| Funding Date       | 3-Apr-09   | 3-Apr-09       | 3-Apr-09    |
| Construction Timeline | 12 Months | 15 Months     | 18 Months  |
| **Prime +**        |            |                |            |
| **# of basis points above prime** |          |                |            |
| **Amortization Schedule** |      |                |            |
| (Attach amortization schedule for proposed interest rate) | | |

I (We) received amendment number(s) ________ (Fill in number received).

_________________________________________  ____________________________
Authorized Signature                        Date

_________________________________________  ____________________________
Financier                                    Telephone/Fax Number

Name of Vendor: _______________________________  Fax: ________________
Address: _______________________________  City/State: _______________  Zip: ________________
Contact Person: _______________________________  Title: _______________  Phone: ________________
Authorized Representative’s Signature: _______________________________  Phone: ________________
Printed Name: _______________________________  Title: _______________  Date: ________________
Email Address: ________________________________________________
EXHIBIT B
PROPOSER’S PRIOR EXPERIENCE W/ HIGHER EDUCATION CLIENTS

PRIOR HIGHER EDUCATION SERVICES PERFORMED FOR:

NAME: ________________________________
ADDRESS: ________________________________
CONTACT PERSON/TITLE: ________________________________
TELEPHONE NO. ________________________________
DESCRIPTION OF PRIOR SERVICES PERFORMED:
FINANCING PERIOD: FROM ____________ TO ____________
SUMMARY OF SERVICES PERFORMED:

PRIOR HIGHER EDUCATION SERVICES PERFORMED FOR:

NAME: ________________________________
ADDRESS: ________________________________
CONTACT PERSON/TITLE: ________________________________
TELEPHONE NO. ________________________________
DESCRIPTION OF PRIOR SERVICES PERFORMED:
FINANCING PERIOD: FROM ____________ TO ____________
SUMMARY OF SERVICES PERFORMED:

PRIOR HIGHER EDUCATION SERVICES PERFORMED FOR:

NAME: ________________________________
ADDRESS: ________________________________
CONTACT PERSON/TITLE: ________________________________
TELEPHONE NO. ________________________________
DESCRIPTION OF PRIOR SERVICES PERFORMED:
FINANCING PERIOD: FROM ____________ TO ____________
SUMMARY OF SERVICES PERFORMED:
EXHIBIT C
PROPOSER’S BIOGRAPHICAL/INSTITUTIONAL INFORMATION

NAME: __________________________________________
ADDRESS: ______________________________________
CONTACT PERSON/TITLE: ____________________________
TELEPHONE NO. ________________________________

DESCRIPTION OF PRIOR SERVICES PERFORMED:

1. Total dollar volumes of lease financing both nationally and Missouri for calendar years 2006 thru 2008.

<table>
<thead>
<tr>
<th>Lease Financing</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Missouri</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nationally</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL:</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

2. List and provide a brief biographical sketch of the individual(s) that will be assigned to this project on a day-to-day basis. (Attach Resumes if necessary)

<table>
<thead>
<tr>
<th>Name</th>
<th>Education</th>
<th>Certification</th>
<th>Years with Firm</th>
<th>Role</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

3. Please describe the assistance, services and advice that your firm will provide to University of Central Missouri related to financing the Performance Based Energy Savings Contracting Program.

________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________

4. Please provide a description of the financing agreement (e.g. lease-purchase)(submit draft document)
PROPOSAL SUBMISSION INFORMATIONAL GRAPHIC

Ima Proposing
ACME Corporation
Proud, USA

UCM
ADDRESS
Purchasing Office

RFP # 12345 Widgets

Request For Proposal

Widgets
Ima Proposing
ACME Corporation

PRICING PAGE
EXHIBIT A
RFP # 12345 Widgets

Ima Proposing
ACME Corporation