

**Project** RFP 2025-015  
Energy Performing Contractor City Facilities

Returned Sealed Bids To Clerk's Office By: **Sept 26, 2025**  
 Bid Set Price: **\$0.00** Checks Payable To:

Time: 12:00pm

No.	Date	NAME	Address (Street, City, State, & Zip)	CK # / CASH
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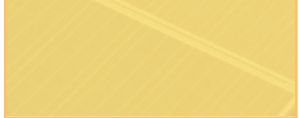
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City of Rome, New York  
**Qualifications for  
 Performance Based Services**

September 26, 2025



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## A. Executive Summary

Congratulations to the City of Rome for its efforts to secure the siting of Chobani's new \$1.2B production facility at the Griffiss Business and Technology Park. From the Navitas + Barton & Loguidice (B&L) Team's experience supporting the Town of Webster's efforts with "Project Izzo," which became the new Coca Cola/fairlife® \$600M production facility, we understand the regional coordination, hard work, and resource and schedule commitments it took to achieve this. Chobani has a planned schedule to produce sellable product, and it relies on the commitments of the City, County, and State to ensure the supporting regional infrastructure is ready for that schedule to become reality.

Now that Chobani is coming to Rome, "the clock is ticking" for everyone involved. The City's Water Pollution Control Facility (WPCF) must be ready to accept and treat 3.2 million gallons per day of flow from the Chobani plant in 2028 with "first flow" coming in early 2027. Knowing that the traditional design-bid-build process for construction is too slow to meet this schedule, the City has wisely approached this effort by leveraging New York State's Energy Law Article 9 to design and construct the needed infrastructure solutions.

The Navitas + B&L Team is uniquely positioned to support this initiative with our extensive experience in wastewater treatment plant modernization, energy performance contracting, and infrastructure optimization. Our integrated team brings the technical skill, project management strength, and performance guarantee capabilities necessary to deliver results that align with the City's and Chobani's long-term goals.



**Governor Hochul delivers remarks at Chobani Groundbreaking**

### **The Navitas + B&L Team is the Right Turnkey Delivery Partner for Your Critical Project.**

These types of projects are complex and the current market environment in which they will be designed and constructed is volatile and constantly changing. This project has risks, and the City needs the right partner and the right team to help manage these complexities and achieve the project goals. To solve complicated challenges, at Navitas we believe a team whose members have differing yet complementary skills and experiences - and a trust in one another - creates more innovative solutions. For the City of Rome, we will bring you this team. Navitas, Barton & Loguidice, key trade partners, and product manufacturers will work with the City, as a team, from the early stages of this effort. The team will focus on scope planning, early budget estimating, installation methodologies, material cost management, equipment delivery lead times, and construction sequencing. When the City is ready to move forward with a construction project the Navitas team will consider phased construction approaches, early purchasing of major equipment, and other ideas to accelerate the project's pace without creating additional risk or costs.



### Three Keys to Project Success

All projects have numerous aspects to them – technical, financial, business and people focused – that must be effectively managed or progress slows and bogs down. This project is no different and while it clearly has all these aspects that must be addressed, we see three “people focused” areas that will be keys to success:

- **Smart Up-front Planning** - When projects have tight deadlines, there can be a desire to “jump right in and get to work” without having a thoughtful execution plan in place. For a project like this, with multiple factors and increasing obligations, a high-level plan is critical. With the City, the Navitas + B&L Team will focus its early efforts to ensure this multiyear plan is in place, and that everyone involved stays focused on executing it. Flexibility to changes that occur will be

needed, but the intent is to keep focus on the end goal and not allow the team to drift from the most efficient path forward.

#### Accelerating the Project Schedule with Previously Negotiated Contract Language

It is Navitas' understanding that the City is considering retaining Bill Buchan of Buchan & Sutter as outside counsel to support the City for this project. Mr. Buchan was outside counsel for the Town of Webster and Navitas worked directly with him and the Town to negotiate and agree upon all the contract documents needed to design and construction an Article 9 energy performance contracting project in New York. Understanding that the City of Rome will want to ensure the contract documents meet their unique requirements, these contracts from Webster give us a “full first draft” to begin discussions with, thus saving the time to recreate original content.

- **Disciplined Decision Making** - The ability for people to make decisions and then remain committed to them varies and it is influenced by various factors. Evaluating options, weighing consequences, and choosing a course of action can be complex. For this project, the challenge is that there is a limited amount of time available, and all options for all challenges cannot be exhaustively evaluated. The Navitas + B&L Team will identify the critical decisions, focus energy on evaluating only the truly viable options, then present that information to City staff for decisions. The City will need to make decisions in a timely manner, then aspire not to reconsider them later, whenever possible.

- **Clear and Open Communication** - It is understood that a project of this scale will have challenges and complexities that must be managed

with clear and open communication between the City staff and the Project team. When communication is clear, it minimizes the chances of misinterpretations and mistakes, ensuring that everyone is on the same page and working towards the same goals. In addition, when communication is transparent and honest, it builds trust between individuals and teams, fostering stronger relationships and a more positive work environment. Challenging conversations will occur. They will be important to the success of this project, for avoiding them will more likely lead to greater problems later.

The Navitas & B&L Team is excited for the City of Rome and is thankful for the opportunity to be considered for this important project. We look forward to supporting your future success.



## B. Firm Profile & Qualifications

### Firm Name, Address & Leadership

Navitas  
25618 W 103<sup>rd</sup> Street  
Olathe, Kansas 66061

**Koby Kampschroeder** is President of Navitas, Member of the Board of Directors for the National Association of Energy Service Companies (NAESCO).

### Main Contact

**Dennis Clough**, Managing Director, Infrastructure Solutions  
dclough@navitas.us.com, (443) 909-9642

### Firm Overview & Business Offerings

Navitas is a turnkey project delivery company specializing in a wide range of energy, engineering, and construction services. At Navitas, our purpose is to work collaboratively with communities and businesses to find smart solutions to their aging facilities and infrastructure. To accomplish this, we have unique and in-depth technical competencies in a wide variety of technologies, systems, and processes to support our client's varied needs. This is critical because understanding the intersection and interactions of facilities, infrastructure and the treatment processes that may be occurring therein will uncover the greatest opportunities for optimization and renewal.

Navitas can take contractual responsibility for delivering all aspects of the project including:

- Design
- Engineering
- Permitting
- Procurement
- Assembly
- Construction
- Installation
- Commissioning & Start-up

The Navitas Infrastructure Group brings over several billion dollars of project delivery experience with a specialized focus of water and wastewater treatment optimization. Previous projects have included the design and construction of every aspect of water resource recovery – from headworks to final disinfection. Numerous projects have focused on the “solids side” of the facilities. Navitas has extensive experience with anaerobic digestion facilities, high strength organic waste collection, processing, co-digestion, side-stream treatment, aerobic treatment, and biogas driven renewable energy generation.



The Navitas Facilities Group brings complementary expertise and experience for the improvements of facilities and building systems. From initial site evaluation to system design and implementation, Navitas' engineers and energy specialists focus on making building systems run at peak performance. After construction, they use advanced tools—like circuit-level sensors, energy meters, and management software—to collect detailed data on how equipment and entire facilities operate. That information is displayed in dashboards that track key performance indicators such as energy load profiles, setpoints, runtimes, and ventilation strategies. With this data, the team applies analytics to detect problems, verify system sequences, and fine-tune operations.

### Why Collaborative Project Delivery?

A collaborative project delivery approach brings together owners, operators, contractors, engineers, and suppliers to share ideas without fear of undercutting one another. Ideas are evaluated early and throughout design and construction to ensure the owner's goals are met effectively. Since project cost, operating expenses, sustainability, efficiency, flexibility, and other priorities often conflict, the delivery approach helps balance them for the best overall outcome.

### Performance Contracting Experience and Portfolio

At Navitas, we deliver all our projects and programs through collaborative project delivery approaches, such as performance contracting. We are not a "low bid" contractor. Our team has managed projects ranging from under \$1 million to over \$100 million, with experience on programs nearing \$500 million in scope. Navitas has staff with over 20 years of experience delivering performance contracting projects across the United States. As an example, Dennis Clough, who will lead this project team, has completed projects in six states that have include five university campuses, K-12 schools, courthouses, detention centers, fire stations, libraries, city/county administration facilities, and water/wastewater facilities.

### Firm's Financial Stability

Navitas was founded in 2011 and is a nationally recognized provider of turnkey project delivery services. Navitas takes a holistic approach from the very beginning of project development to construction and beyond into operation to manage risk and ensure that the performance and expectations of our customers are met. A letter of good standing from Navitas' financial institution, Central Bank, and a letter of bonding availability from Navitas' underwriter, Westfield Insurance Company, are included as part of the Appendices.



## C. Project Team Qualifications & Experience

### Project Team

**Figure 1** shows the members of the Navitas + B&L Team whose members will work directly with the City of Rome. These team members have worked together before and will bring those personal relationships, trust, and experiences to the City. Contractually, Navitas will have a direct contract with the City and will have singular responsibility for the project. B&L will be under contract with Navitas, and not directly with the City, as is the case in the traditional design-bid-build approach.

Figure 1: Project Organizational Structure and Team Role



### Resume Summaries

#### Dennis Clough, DBIA



Dennis brings over 25 years of experience to his leadership role at Navitas. As a certified professional of the Design-Build Institute of America (DBIA), he specializes in turnkey project delivery approaches and has executed projects in size up to \$100M. He focuses on building collaborative teams that work through the complex multi-dimensional challenges that communities face, then finding and executing unique turnkey solutions for them. His projects have addressed issues involving environmental sustainability, regulatory compliance, community economic development, creative financing alternatives, clean water, public-private partnerships, utilities of the future, and municipal infrastructure renewal. Previously, Dennis was with the United States Department of Energy’s Office of Energy Efficiency and Renewable Energy, where he helped develop the early versions of the now widely recognized Energy Star® program. Dennis has an engineering degree from North Carolina A&T State University.

#### Project Experience:

- Town of Webster, NY – WPCF Facility Upgrade and fairlife® capacity expansion project
- City of Oneida, NY – WPCF Facility Upgrade and HP Hood® waste processing project
- Town of Niskayuna, NY – WPCF Facility Upgrade and Capacity Expansion



**Brad Kaley, PE**

Brad brings over 12 years of experience in industrial and municipal water/wastewater treatment to his role as Senior Project Engineer at Navitas. He leads the design and development of energy-efficient, revenue-generating process improvements that align with facility goals, while managing design staff and coordinating loosely with construction teams. His background includes work with national engineering firms, where he specialized in conceptual and detailed design, pilot testing, and regulatory permitting. Brad has a BS in Civil Engineering and a MS in Environmental Engineering from Pennsylvania State University.

**Project Experience:**

- Confidential Industrial Client, PA – Industrial Wastewater Pre-treatment Facility Upgrade
- Milton Regional Sewer Authority, PA – WPCF Facility Upgrade with Food Waste Co-digestion
- Confidential Pharmaceutical Manufacturer, Holly Springs, NC – New WWTP Design

**Bob Wimmer, PE**

Bob brings over 20 years of experience to his technical process design management role at Navitas. Bob is a licensed Professional Engineer and specializes in the conversion of wastewater treatment plants into resource recovery facilities. He is a recognized expert in anaerobic digestion, co-digestion of high strength organic waste (HSOW) and biosolids management. Over the past 10 years Bob has led the design and construction of facilities that can co-digest more than 500,000 gallons per day of HSOW, capable of generating over 5 giga-watt/hours of power per year. For the

Webster, NY project, Bob has been instrumental in the ongoing technical coordination between the Town and Coca Cola/fairlife® - ensuring the design of the fairlife® onsite pretreatment facility aligned with the Town's treatment expectations. Bob has previously worked as a wastewater process engineer for regional and national consulting firms. He has a BS in Dairy Science and an MS in Environmental Engineering from Virginia Tech and is an active member of the Water Environment Federation where he has held several leadership positions.

**Project Experience:**

- Town of Webster, NY – WPCF Facility Upgrade and fairlife® capacity expansion project
- City of Oneida, NY – WPCF Facility Upgrade and HP Hood® waste processing project
- Frederick-Winchester Service Authority, VA – WPCF Facility Upgrade with new Dairy and Food Waste Co-digestion & Cogeneration Complex

**Lee Pivaler, PE, CEM, CMVP, CxA, LEED AP**

Lee has over 20 years of experience in the facility and infrastructure fields designing and commissioning mechanical and electrical systems for industrial, commercial, educational, and public projects. He has a passion for learning and a strong belief that the built environments that we create, renovate, refine, and maintain have a big impact on people, communities, and the environment. This passion and belief have motivated him throughout his career to try and understand and implement engineering and construction strategies to help improve the performance of facility

systems. Lee's extensive experience designing, commissioning, and validating facility system performance has given him a unique ability to troubleshoot existing systems, test and validate the performance of new systems, and to provide solutions to challenges that arise during the design and construction of facility systems. This experience and passion are demonstrated through his commitment to the success of the projects that he has had an opportunity to work on and his dedication to education and certification through professional accreditations focused on the commissioning process and building system performance.

**Project Experience:**

- Town of Webster, NY – WPCF Facility Upgrade and fairlife® capacity expansion project
- Confidential Industrial Client, PA – Industrial Wastewater Pre-treatment Facility Upgrade
- Milton Regional Sewer Authority, PA – WPCF Facility Upgrade with Food Waste Co-digestion

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**Greg Lachanski, PMI, DBIA, CEM**

Greg is a seasoned Project Manager with over 20 years of experience in the construction industry, specializing in complex, large-scale infrastructure projects. With a strong focus on design-build delivery, he has successfully led multidisciplinary teams and managed projects ranging from \$6M to over \$500M in value. Over the past two decades, Greg has built a distinguished career in construction management, with significant emphasis on water and wastewater treatment systems. He is known for his ability to deliver projects on time and within budget, even in high-stakes environments involving multiple stakeholders and intricate design and construction requirements. Greg has a BS in Facility Engineering from the State University of New York - Maritime College and an MBA from Rensselaer Polytechnic Institute.

**Project Experience:**

- Town of Webster, NY – WPCF Facility Upgrade and fairlife® capacity expansion project
- City of Altoona, PA – WWTP Regional Dryer, Cake Acceptance and Digestion Project
- City of Oneida, NY – WPCF Facility Upgrade and HP Hood® waste processing project

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**Justing Poling**

Justin is an accomplished Project Manager and Estimator with nearly 20 years of experience in the construction industry, with a specialized focus on design-build delivery of water and wastewater treatment systems. Throughout his career, Justin has played a key role in the successful execution of complex infrastructure projects, combining technical precision with a deep understanding of project lifecycle management. His expertise spans both project management and cost estimating, making him a valuable asset in the planning and delivery of high-performance treatment facilities. Known for his attention to detail and collaborative leadership style, Justin consistently ensures projects are delivered on time, within budget, and in full compliance with regulatory and performance standards. He holds a Bachelor of Science in Electrical Engineering from the State University of New York Polytechnic Institute.

**Project Experience:**

- Town of Webster, NY – WPCF Facility Upgrade and fairlife® capacity expansion project



- City of Oneida, NY – WPCF Facility Upgrade and HP Hood® waste processing project
  - Town of Niskayuna, NY – WPCF Facility Upgrade and Capacity Expansion
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### Richard Straut, PE



As director of B&L's Water Resources Practice Area, Richard oversees the technical quality and delivery of water and wastewater projects. He provides direct guidance on projects involving water treatment technologies such as rapid rate filtration, membrane microfiltration, UV and chlorine disinfection, coagulation/flocculation, and sedimentation. His wastewater experience spans municipal and industrial systems, from small, decentralized facilities to large regional plants. He has designed both conventional and alternative sewer systems, supported regulatory permitting, and implemented pretreatment and reuse systems for industrial clients. Richard also offers expertise in automation, odor control, and has provided expert testimony on water and wastewater matters.

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### Jesse Semanchik, PE



Jesse brings progressive experience in planning, permitting, design, construction, and operational support for municipal water and wastewater treatment facilities. His expertise includes evaluating and designing wastewater treatment processes, with a focus on biological nutrient removal, aerobic and anaerobic sludge digestion, and sludge dewatering. He has extensive experience in wastewater pumping station design, as well as the planning and design of collection and conveyance systems. Jesse has also conducted sanitary sewer evaluation studies aimed at reducing infiltration and inflow, helping municipalities improve the efficiency and reliability of their wastewater infrastructure through practical and effective engineering solutions.

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### Amy Weils, PE



Amy is an integral part of B&L's Water Resources Practice Area, contributing to municipal wastewater, industrial wastewater, and energy recovery projects from planning to construction. She specializes in process modeling, design reports, cost analysis, permitting, SEQRA and SHPO reviews, and construction administration. Proficient with engineering reports, GIS, and contract documentation, she emphasizes strong client collaboration. Amy has successfully secured significant funding for municipalities through programs like WIIA, CFA, and BIL, ensuring compliance with post-award requirements. Her expertise supports communities in enhancing infrastructure while navigating complex environmental and regulatory processes.

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**George Bevington**

George's experience with wastewater includes the management and operation of a 13.1 MGD wastewater treatment facility, ELAP laboratory, and industrial pretreatment/monitoring program. While in this role, George developed a detailed strategy to reduce the purchase of natural gas and electricity, resulting in a "green" facility using biogas to generate over 95% of the required electricity on site, a leader in the "utility of the future" concept. George has also provided project management, construction management, inspection, training, and startup services of standard and innovative technology at several wastewater treatment facilities.

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**Experience of Proposed Project Team****Our Experience with Barton & Loguidice**

For many years, members of the Navitas team have worked with Barton & Loguidice on a variety of infrastructure-related projects. They continue to be a great partner who is always looking for innovative ways to serve their customers, such as using turnkey project delivery approaches like performance contracting. The benefit that City of Rome receives from this approach is that our working and personal relationships are well established, we understand our respective project roles and can "hit the ground running" on this project.

Here's a list of the clients where members of Navitas and Barton & Loguidice have previously worked together:

- Frederick-Winchester Service Authority – Winchester, Virginia
- Beckley Sanitary Board – Beckley, West Virginia
- Derry Township Municipal Authority – Hershey, Pennsylvania
- Altoona Water Authority – Altoona, Pennsylvania
- Town of Niskayuna, New York
- City of Oneida, New York
- Town of Webster, New York



## The Town of Webster, New York



The Town of Webster, NY faced rising biosolids hauling costs and an aging wastewater plant with equipment over 30 years old. A major upgrade was needed, but the Town also had to keep sewer rates stable while funding capital improvements.

Navitas partnered with the Town to quickly assess conditions and deliver a plant-wide improvement plan. Within nine months, the team produced a construction-ready design and pre-selected major equipment. Just before execution, fairlife® announced plans for a \$700 million dairy facility in Webster's service area, requiring a 33% increase in plant capacity.

### Team Members:

Dennis Clough, Navitas (Project Director)  
 Bob Wimmer, Navitas (Lead Engineer)  
 Justin Poling, Navitas (Construction Field Manager)  
 Greg Lachanski, Navitas (Construction Manager)  
 Lee Piveral, Navitas (Director Engineering)  
 Rich Straut, B&L (Officer-In-Charge)  
 Jesse Semanchik, B&L (Project Manager)  
 Amy Weils, B&L (Process Engineer)

### Reference:

Tom Flaherty  
 Town Supervisor  
[tflaherty@ci.webster.ny.us](mailto:tflaherty@ci.webster.ny.us)

**Construction Cost:** \$87 M

**Project Dates:** March 2022-Present

Navitas analyzed project elements that could proceed unaffected and led design work to expand capacity. The firm committed to completing necessary upgrades within 15 months of construction start. At the same time, the team engaged local industries and haulers to secure high-strength organic waste for co-digestion, boosting biogas and revenue without delaying construction.

Using contract allowances for early equipment purchases and creative sequencing, the plant stayed operational while accommodating higher loads. Despite delivery delays and tariff uncertainty, the project remains on schedule, with solutions to address widespread infrastructure issues. The result: a project more than \$1.3 million under budget, meeting fairlife®'s needs while maintaining performance.

**Key project highlights include:** A new organics receiving, co-digestion, biosolids drying, and dried product storage facility, reducing costs and creating new revenue streams

- Full replacement of aging systems from headworks through aeration, including installation of high-efficiency blowers and diffusers
- Construction of major new assets: an additional aeration basin, gravity thickeners, solids dewatering facilities, SCADA systems, and other supporting infrastructure



## Confidential Client

Navitas has been retained by a pet food manufacturer for the renovation and expansion of their onsite wastewater pre-treatment facility. The client is expanding production capabilities by installing additional manufacturing lines requiring treatment capacity beyond what is currently available. In addition, the pre-treatment facility has been challenged by the daily variability of the waste stream characteristics and volume. Navitas' technical solution included a detailed evaluation of the current pre-treatment system, review of the proposed production expansion, and a recommended treatment system to meet current and anticipated permit limits.



The treatment solution included replacement of the existing screening system, dissolved air flotation (DAF) treatment system, pH control and chemical systems, and included installation of a second equalization tank to maintain consistent flows through the plant. One key feature of the pre-treatment plant improvements was the installation of a primary roughing DAF for removal of fats, oil and grease, which was one of the most maintenance intense problems the plant faced.

In addition to process treatment improvements, upgrades to the existing building infrastructure including electrical, controls, and SCADA to increase the automation and provide more reliability throughout the plant. Heating, ventilation, and air conditioning and structural improvements were also included as part of the project.

During construction, Navitas managed a tight site location, heavy truck traffic between the client's two production plants where pretreatment plant is located, continuous production with minimal holiday shutdowns, and coordination with the production line expansion project which occurred in parallel.

**Navitas Team Members:**  
Dennis Clough (Managing Director)  
Bob Wimmer (Project Engineer)  
Greg Lachanski (Construction Manager)

**Reference:**  
Dan Mundy  
Senior Process Engineer  
908-323-8678

**Project Size:** \$12.0 M  
**Project Dates:** June 2024-Present



## The City of Oneida, New York



A city of about 11,000 where the population has remained flat for the past 100 years and the median household income is below the State's average, the city's task of aligning revenues and expenditures to provide services to the residents and businesses is a continuing challenge. In addition, the city is under a NYSDEC consent order due to the wastewater treatment plant's inability to treat waste discharged from a large dairy products producer. This same dairy products producer also wished to expand production and considered leaving Oneida if the city could not effectively manage their production waste.

### Team Members:

Dennis Clough, Navitas (Project Director)  
 Bob Wimmer, Navitas (Lead Engineer)  
 Greg Lachanski, Navitas (Construction Manager)  
 Rich Straut, B&L (Officer-In-Charge)  
 Amy Weils, B&L (Process Engineer)

### Reference:

Eric Schuler  
 Former Deputy of Public Works  
 Tel: 315.525.7100

Project Size: \$51 M

Project Dates: 2018-2021

Clough and Wimmer partnered with Barton & Loguidice to develop a turnkey project delivery solution that **addressed the consent order requirements and positioned the 3.75 MGD facility as a water resource recovery facility for the future**. The new facility enabled the city to retain its current industrial customers, plus expand its traditional customer base and improve its revenue diversity. The project scope includes:

- New 2 ½ mile Dairy Products Producer dedicated pipeline and CAST dairy pretreatment system
- Aeration system improvements
- (3) new 70-foot diameter secondary clarifiers
- New anaerobic digester complex with organic waste receiving system
- New biosolids dewatering, conveyance, and truck loading system
- New facility-wide primary electric service and 1,000-kilowatt backup power generator
- New storage facilities, fencing and security
- New facility wide WIFI and SCADA facility control system

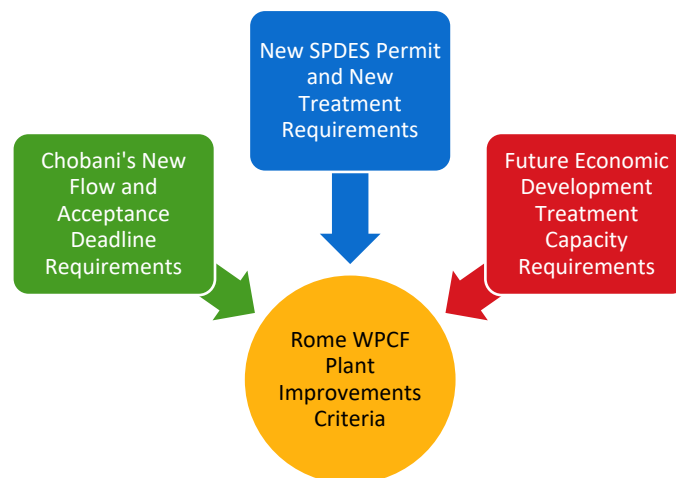


## D. Project Approach and Other Benefits/Services

### The Overall Approach

There are three main factors impacting the Navitas Team's approach to this project. First, in addition to meeting the current daily requirements of the City, the Water Pollution Control Facility (WPCF) must be ready to accept and treat the new and additional daily flow from the Chobani plant. Chobani are planning a multi-phase built out of the facility which will increase the flow to the City's WPCF over several years. Chobani's original build-out schedule, shown below and subject to change, indicates the daily flow the WPCF will be required to treat:

- August 2026: 1.6 million gallons per day
- August 2027: 2.1 million gallons per day
- August 2028: 3.1 million gallons per day (full build-out of production facility)



Second, the Water Pollution Control Facility's current SPDES permit, which dictates the quality of the final treated effluent, expired on September 30, 2024. According to City staff, a new SPDES permit is forthcoming from the State. With the new permit, additional and/or more stringent treatment requirements are likely, based on modifications seen to new permits for nearby treatment facilities in the Mohawk River Valley.

Third, the City wishes to leverage the Chobani facility into additional economic development for the region so additional future acceptance and treatment capacity must be factored into the design considerations. The Team will work with the City and local Economic Development agencies to determine the appropriate additional capacity.

The Navitas + B&L Team will focus on these three factors as we complete the RFP's requested scope of work. The scope of work is a high level "master planning" effort for the entire project's execution – we plan to accomplish this in 8 weeks.

For the WPCF plan to be created, the Navitas + B&L Team must have clear direction from the City of Rome. To obtain this, the Team will host a multi-day workshop, in Rome, to kick-off the project and gather the information necessary to complete the Owner's Project Criteria. This document, which becomes an attachment to the next-stage Project Development Agreement, is the clear direction from Rome to the Navitas + B&L Team on priorities, "wants vs. needs," Chobani's requirements, schedule constraints, outside factors, and expected deliverables. For this project, the Owner's Project Criteria is especially important because the City has its own treatment, schedule, and resource requirements that it has committed to Chobani. The City's and the Navitas + B&L Team requirements must be aligned. Investing time in this document will reduce lost time later in the design and construction process.

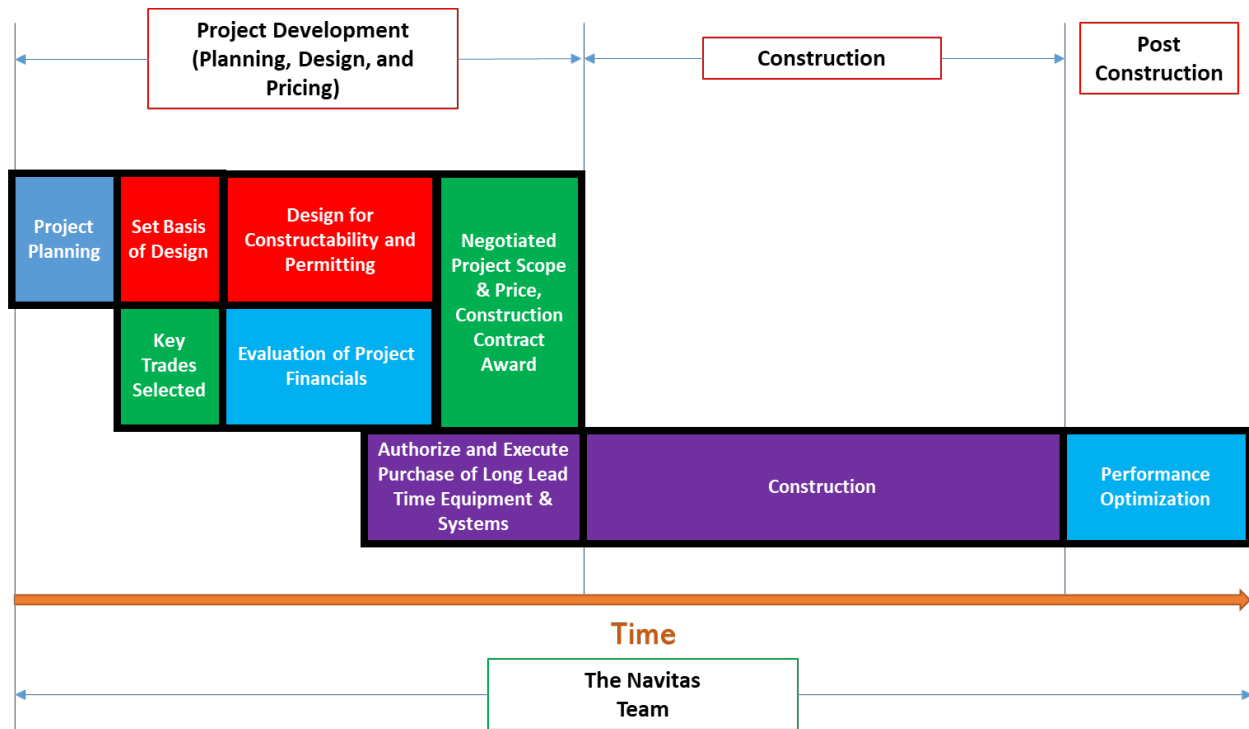


With the Owner’s Project Criteria completed, the Navitas + B&L Team will determine its project execution plan. This plan is critical because of the 3-year ramp-up of required treatment from Chobani combined with potentially new NYSDEC mandated treatment obligations. The plan will answer these questions:

- Does the Rome WPCF currently have the capacity to meet Chobani’s initial 1.6 million gallons per day requirement with little or no plant improvements?
- If yes, is the design and construction schedule driven by the 2027/2028 flow requirements or the new SPDES permit treatment requirements? What is defining the critical path for design & construction?
- Do these schedule drivers require the Navitas + B&L Team to take a phased approach or may it be managed as one design & construction effort to meet the long term 2028 requirements?

**The Design and Construction Process**

The Navitas + B&L Team will use the same development process it has on numerous other projects, including Webster, New York. This approach removes the linearity of the traditional design/bid/build process. As shown in the graphic below, multiple activities occur concurrently - design, team selection, financial evaluations, etc. – all focused to speed the decision-making process and get the project completed efficiently and within budget.



**Legal Contracts for Design and Construction**

As an implementor of Best Practices of turnkey project delivery, Navitas proposes to use standard contracts of the Design Build Institute of America (DBIA), with the necessary terms and conditions to



fulfill the legal requirements of the New York State's Energy Law Article 9. This project will be contracted in three steps:

- For **Project planning**, it will be executed via the selection and award of this RFP and the completion of its associated scope of work.
- For **Project Development and Design**, we propose DBIA Contract Document #520, *Standard Form of Preliminary Agreement Between Owner and Design-Builder*. This will cover all activities necessary to create a construction scope of work and price, ready to build.
- For **Construction**, Navitas proposes DBIA Contract Document #525, *Standard form of Agreement Between Owner and Design-Builder – Lump Sum* and DBIA Contract Document #535, *Standard Form of General Conditions of Contract Between Owner and Design-Builder*.

These are the same base contract documents that were used in Webster, NY and have been modified to fulfill the legal requirements of the New York State's Energy Law Article 9. More on this is discussed in the section - Project Acceleration.

### Project Acceleration

Navitas uses a variety of techniques to save time in the project development process, without sacrificing project quality or unnecessarily increasing project costs.

- **Advanced purchase of long lead time equipment** – In today's construction environment, it is not uncommon for major equipment to have manufacturing lead times of 6 to 12 months – especially for large electrical equipment. Typically, equipment is not purchased until after the municipal construction project is awarded to the lowest responsible bidders, so the linearity of this process provides no opportunity for time savings. With an Article 9 energy performance contracting approach, Navitas and the City will identify and agree upon certain manufacturers and models of major equipment during the design phase. The City will then authorize Navitas to initiate the purchase process, before the rest of the design is completed – thus streamlining this process. On other projects, Navitas has shortened equipment delivery times by 3 to 4 months through this early initiation process.
- **Selection of key trade construction partners during design** – In the traditional design and construction process, those that build the project don't participate in the design of it. The challenge with this approach is that design errors that affect the speed of construction are not found until construction begins, causing delays and potential rework. As an alternative, Navitas uses a Best Value approach to select its construction partners early in the design phase and then integrates them into the team. They can then help find constructability issues, support early cost estimating efforts, and streamline the overall construction schedule and approach. All this saves time and money.
- **Use of previously negotiated project contract language** - It is Navitas' understanding that the City is considering retaining Bill Buchan of Buchan & Sutter as outside counsel to support the City for this project. Mr. Buchan was outside counsel for the Town of Webster and Navitas worked directly with him and the Town to negotiate and agree upon all the contract documents needed to design and construction an Article 9 energy performance contracting project in New York. Understanding that



the City of Rome will want to ensure the contract documents meet their unique requirements, these contracts from Webster give us a “full first draft” to begin discussions with, thus saving the time to recreate original content.

## Project Financing

The Navitas team partner, Barton & Loguidice, is very experienced with New York State grants and financing options, such as from NYSEFC and Empire State Development Corporation (ESD). We have worked with them on past projects, and their intimate knowledge of the New York specific processes, requirements, and schedule obligations clearly positions them as the leader for these efforts. Navitas’

### The Value of Continuous Financial Modeling

Navitas balances owner goals by continuously evaluating the financial impact of design choices—comparing construction costs against long-term operating expenses. This ensures small savings during construction don’t create larger operating costs later. The evaluation also allows sensitivity analyses of key assumptions, helping owners see where risks and opportunities lie. By addressing risks early, projects can avoid costly over-design and instead direct capital toward features that improve operations or generate additional savings or revenue.

role is to structure the project contracts to ensure compliance of Minority & Women Owned Business Enterprise (MWBE) utilization percentages, “Buy America” provisions for iron and steel products, and Davis-Bacon wage provisions, where applicable.

### Other Benefits and Services

#### After the Project is Built - Three Years of Support, Already Included

Rome is on a path to making one of its largest capital investments in recent memory, so getting the most out of it is critical. If this project is completed via the design/bid/build process, Rome will have 12 months of equipment warranty from the contractors, and then they are on their own. At Navitas, our philosophy is to help our customers get the most out of their investment – to work with them to ensure their goals are achieved and predicted efficiencies are reached. We do not do this

because of a guarantee obligation, we believe it is the right thing to do. So, regardless of any other post construction service requests, we will be with you for a minimum of three years after construction is completed. We will be troubleshooting issues, finding additional efficiencies, maximizing revenue potential, and working to ensure the invested capital is well spent.

### Additional Revenue via Outside Waste – Market Support

The Rome WPCF has a long history of accepting and processing trucked-in waste. There is already an outside waste receiving facility on site, and staff are comfortable managing the process of accepting waste via tanker trucks. If the City is interested in obtaining more revenue via Outside Waste, during project development, the Navitas + B&L Team can take two approaches.

First, the Team will support the City’s discussions with Chobani to determine if their production processes will produce wastes that Chobani cannot repurpose, send to the City WPCF via the collection system, or easily dispose of. For example, a tanker delivery of milk may be rejected by Chobani for any variety of reasons, the City’s WPCF would be its nearby and readily available disposal location.

Second, the Team will conduct a market study to determine if there are additional organic wastes within a 50-mile radius of Rome that could be delivered via tanker. The study includes current market research, phone interviews, and in-person meetings with potential providers. Working with the Rome WPCF staff, the Team would approach targeted sources willing and able to become suppliers to Rome, rather than a



general listing of regional waste quantities and suppliers based on published data and questionnaire mailings.

## E. Fee Proposal

Navitas' fee for the scope of work, as written in the request for proposal issued by the City of Rome, is outlined in the table below. A copy of Barton & Loguidice's support proposal is included in the Appendix.

Team Member	Fee
Barton & Loguidice	\$78,500
Navitas	\$55,000
<b>Total Proposed Fee</b>	<b>\$133,500</b>





City of Rome, New York  
**Bank and Bonding  
Company Letters**

**APPENDIX**

**1**



A Division of The Central Trust Bank

September 23, 2025

RE: Navitas, LLC

To Whom It May Concern:

Navitas, LLC has been a customer of Central Bank of the Midwest since 2020. As a bank, we are fortunate to have earned such a strong client's business. We strongly believe in the character and management of the Company and its principals.

We currently make a low-7-figure revolving credit facility available to the company. To date, the Bank credit facility has been used as it is intended. The current balance as of September 23, 2025 is zero. The current facility matures in July of 2026 and is renewable annually. Currently, the company maintains average collected balances in the mid-7-figures and trust accounts averaging in the low-7-figures. Additionally, Navitas utilizes other bank services.

In its time as a client, Navitas, LLC has been impeccable and maintaining their business is of great importance to the Bank.

Should you need anything else regarding this customer, please do not hesitate to contact me via the information provided.

Sincerely,

A handwritten signature in blue ink, appearing to read "N. Weddum", is written over a light blue horizontal line.

Nathan J. Weddum  
VP, Commercial Banking

Phone: 913-901-3026

Email: [nate.weddum@centralbank.net](mailto:nate.weddum@centralbank.net)



September 23, 2025

**To:** City of Rome

**On Behalf Of:** Navitas, LLC

**With Respect To:** RFP 2025-015 – Energy Performance Contracting at City Facilities

To Whom It May Concern:

We understand that you are considering the services of Navitas, LLC and have requested information regarding the firm's surety program. We are pleased to respond in this regard.

Bonds for Navitas, LLC are written by United Fire & Casualty Company. A.M. Best rates United Fire as "A- (Excellent)", Class Size X. United Fire is listed as acceptable surety on federal projects with an underwriting limitation of \$60,779,000, as provided for in the current edition of the Department of the Treasury – Circular 570.

Navitas' surety program contemplates support of individual projects in the range of \$50 million within an aggregate work program of \$100 million. These parameters are neither fixed maximum limitations nor guaranteed minimum levels of support, but rather are indicative of the level of surety credit contemplated on a routine basis. Navitas remains an account in good standing that is well-financed, professionally managed, and technically superior in its field of work. The company enjoys an excellent reputation as a contractor that performs exceptional work within agreed upon budgets and schedules.

This letter is not to be construed as a guarantee to provide surety bonds. Any request for bonds is a matter between Navitas and the surety and will be underwritten based on its merits. The surety assumes no liability to any party if for any reason they do not execute requested bonds. Based on our experience, we strongly recommend Navitas, LLC.

Sincerely,

A handwritten signature in black ink that reads "Dalton Joyce". The signature is written in a cursive, flowing style.

Dalton Joyce

Surety Manager – Kansas City

Risk Strategies



City of Rome, New York  
**Required Forms**

**APPENDIX 2**

## NON-COLLUSIVE BIDDING CERTIFICATION

**Proposer Name:**

**Address:**

**I. General Certification:**

A. The Proposer certifies that it will furnish the services and equipment as proposed on these forms, at any prices herein quoted.

**II. Non-Collusion Certification**

A. By submission of this RFP, the Proposer certifies that it is complying with Section 103 of the General Municipal Law.

B. By submission of this RFP, each Proposer and each person signing on behalf of any Proposer certifies, and in the case of a joint RFP each party thereto certifies as to its own organization, under penalty of perjury, that to the best of knowledge and belief:

1. The prices in this RFP have been arrived at independently without collusion, consultation, communication, or agreement, for the purposes of restricting competition, as to any matter relating to such prices with any other Proposer or competitor.
2. Unless otherwise required by law, the prices were not disclosed by the Proposer prior to opening, directly or indirectly, to any other Proposer or to any competitor.
3. No attempt has been made or will be made by the Proposer to induce any other person, partnership or corporation to submit or not submit an RFP for the purpose of restricting competition.

C. A RFP shall not be considered for award nor shall any award be made where II(B)(1)(2)(3) above have not been complied with; provided, however, that if in any case the Proposer cannot make the foregoing certification, the Proposer shall so state and shall furnish with the RFP a signed statement which sets forth in detail the reasons therefore. Where II(B)(1)(2) and (3) above have not been complied with, the RFP shall not be considered for award nor shall any award be made unless the head of the purchasing unit of the political subdivision, public department, agency or official there of which the RFP is made, or their designee, determines that such disclosure was not made for the purpose of restricting competition. The fact that a Proposer (a) has published price lists, rates, or tariffs covering items being procured, (b) has informed prospective customers of proposed or pending publications of new or revised price lists for such items or

(C) has sold the same items to other customers at the same prices being proposed, does not constitute, without more, a disclosure within the meaning subparagraph (b).

**III. Certification and Authorization**

A. Any RFP hereafter made to any political subdivision of the state or any public department, agency or official thereof by corporate Proposer for work or services performed or to be performed or goods sold or to be sold, where a competitive RFP is required by statute, rule, regulation, or local law and where such RFP contains the certification referred to in subdivision one of the section, shall be deemed to have been authorized by the board of directors of the Proposer, and such authorization shall be deemed to include the signing and submission of the RFP and the inclusion therein of the certificate as to the non-collusion as the act and deed of the corporation.

**IV. Debarment and Suspension Certification**

A. By signing the certification statement, the Proposer certifies that neither it nor any of its principals (e.g. key employees) have been proposed for debarment, debarred, or suspended by Federal or State agency. It is the responsibility of each Proposer to sign the certification statement and submit it with any RFP. The City will rely upon the certification statement submitted by the Proposer unless the City's personnel know that the certification is in error. In such cases, the City may contact the Federal or State agency for confirmation of the Proposer's status relative to debarment and suspension.



**Signature**

PRESIDENT

**Title**

9/23/25

**Date**

**IRAN DIVESTMENT ACT OF 2012 CERTIFICATION**

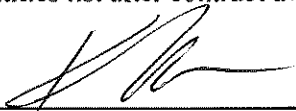
As a result of the Iran Divestment Act of 2012 (Act), Chapter 1 of the 2012 Laws of New York, added new provisions to the State Finance Law (SFL), §165-a and General Municipal Law (GML) §103-g effective April 12, 2012. Under the Act, the Commissioner of the Office of General Services (OGS) will be developing a list (prohibited entities list) of "persons" who are engaged in "investment activities in Iran" (both are defined terms in the law). Pursuant to SFL § 165-a(3)(b) and GML §103-g, the initial list is expected to be issued no later than 120 days after the Act's effective date, at which time it will be posted on the OGS website.

By submitting a response to this solicitation or by assuming the responsibility of a Contract awarded hereunder, Proposer (or any assignee) certifies that once the prohibited entities list is posted on the OGS website, it will not utilize on such Contract any subcontractor that is identified on the prohibited entities list.

Additionally, Proposer is advised that once the list is posted on the OGS website, any Proposer seeking to enter into, renew or extend a Contract or assume the responsibility of a Contract awarded in response to the solicitation, must certify at the time the Contract is bid upon or a proposal submitted, or the contract is renewed, extended or assigned that it is not included on the prohibited entities list.

During the term of the Contract, should the City receive information that a person is in violation of the above-referenced certification, the City will offer the person an opportunity to respond. If the person fails to demonstrate that it has ceased its engagement in the investment which is in violation of the Act within 90 days after the determination of such violation, then the City shall take such action as may be appropriate including, but not limited to, imposing sanctions, seeking compliance, recovering damages, or declaring the Proposer in default.

The City reserves the right to reject any bid, proposal or request for assignment for an entity that appears on the prohibited entities list prior to the award of a contract, and to pursue a responsibility review with respect to any entity that is awarded a contract and appears on the prohibited entities list after contract award.

Signature: 

Print Name: Koby Kampshroeder


Title: PRESIDENT

Company Name: NAVITAS

Date: 9/23/25

**SEXUAL HARASSMENT TRAINING CERTIFICATION**

By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid each party thereto certifies as to its own organization, under penalty of perjury, that the bidder has and has implemented a written policy addressing sexual harassment prevention in the workplace and provides annual sexual harassment prevention training to all of its employees. Such policy shall, at a minimum, meet the requirements of section two hundred one-g of the labor law.

Signature: 

Print Name: Kob Kampschroeder

Title: PRESIDENT

Company Name: NAVITAS

Date: 9/23/25

**INDEMNIFICATION, DEFENSE AND HOLD HARMLESS  
AGREEMENT**

It is hereby agreed and understood that Navitas agrees that, to the fullest extent by permitted by law, Navitas shall indemnify, defend and hold harmless the City of Rome, and any officer, agent, servant, or employee of the City of Rome, and each of their respective representatives, employees, directors, officers, and agents, from and against any and all claims, suits, actions, debts, damages, fines, penalties, costs, charges and expenses, including attorneys' fees and court costs, arising out of, relating to or resulting from Navitas's work, including, but not limited to, bodily injury and/or property damage, to the extent caused, in whole or in part, by acts, actions, omissions, negligence, fault or breach of contract of Navitas, its employees, agents, subcontractors, suppliers and/or materialmen, regardless of whether or not such claim is caused in part by a party indemnified hereunder.

The assumption of indemnity, liability and loss hereunder shall survive Navitas's completion of service or other performance hereunder of its contract work and any termination of the Navitas's contract.

This Indemnification, Defense and Hold Harmless Agreement shall apply to any lawsuit, action, proceeding, liability, judgment, claim or demand, of whatever name or nature, notwithstanding that Navitas may deem the same to be frivolous or without merit. It is intended that this Agreement be interpreted in the broadest manner possible so as to insulate all of the entities, parties and individuals named above from any liability, cost or judgment, monetary or otherwise, as described above and as the same may relate to the personnel and services provided by Navitas under its contract.

Signature: 

Print Name: Kobay Kampschroeder

Title: PRESIDENT

Company Name: NAVITAS

Date: 9/23/25



City of Rome New York  
**B&L Agreement Letter  
and Engineering  
Services Proposal**

**APPENDIX 3**



September 26, 2025

Joseph G. Guiliano, Public Works Commissioner  
198 North Washington Street  
Rome, New York 13440

RE: Request for Proposal for Energy Performance Contracting at City Facilities

Mr. Guiliano:

Regarding Barton & Loguidice as the Engineer of Record for this project, Navitas is pleased to partner with them for engineering design and construction phase engineering services. As you know, B&L is our partner on the Webster, New York project and it has been a pleasure to work with them. We look forward to working with them again.

Thank you for the opportunity to be considered for this important project. If you have any questions, please don't hesitate to contact me at (913) 344-0030.

Respectfully,

Koby Kampschroeder  
President



September 19, 2025

Energy Performance Contractor

Re: Proposal for Initial Engineering Planning  
WRRF Improvements  
City of Rome

File: 245.018.001

To Whom It May Concern:

Barton & Loguidice, D.P.C. (B&L) is pleased to provide this proposal for engineering services associated with WRRF Improvements for initial engineering planning services for the City of Rome. For your convenience this proposal is organized into the following sections:

- Project Understanding
- Scope of Services
- Fee Proposal

## Project Understanding

The City of Rome, NY is host to a new Chobani food manufacturing facility that is under construction at the Griffiss Business and Technology Park. Expectations are the Chobani plant will process about 12 million pounds of milk per day at full capacity, and will create about 1,000 full-time jobs. Construction of the Chobani plant began in mid-2025 and will be developed in phases. Phase 1 is expected to be complete in early 2027 at which time production of dairy products will begin. Phase 2 will expand the production capacity and is expected to be completed by December 2029.

Beyond the Chobani plant development, the City expects additional economic development to occur and intends that its infrastructure be equipped to accommodate all such development.

The City of Rome Water Resource Recovery Facility (WRRF) will require improvements to accommodate the wastewater discharge from Chobani's plant, as well as from expected economic development separate from the Chobani plant. The primary goals of the initial planning effort for the project are to evaluate the existing plant capacity and facilities, identify improvement needs, and develop a critical path schedule to execute the required improvements such that the City of Rome's WRRF will be capable of receiving and treating Chobani's wastewater discharges without disrupting Chobani's phased startup schedule.

It is the City's intent to expedite development of the WRRF improvements to achieve those goals through delivery of the project as a progressive design-build energy performance contract. Barton & Loguidice, D.P.C. (B&L) will be the Engineer of Record for the project and will provide engineering planning, design and construction observation services.



B&L will work with the Design-Build Energy Performance Contractor (EPC) to develop a scope and schedule to prepare the City's wastewater facilities to receive and treat wastewater from Chobani and additional development planned for the City. B&L proposes the following scope of services to meet these objectives.

#### Scope of Services

Based on the above project understanding, B&L will provide the scope of service detailed below.

#### Engage City representatives and City of Rome WRRF operations staff

B&L will meet with the EPC, City of Rome WRRF operations staff and the City Administration's representatives to develop and maintain a clear understanding of goals, objectives and needs for the project. B&L will summarize the goals, objectives and needs, and will work with the project team to develop consensus. As the project develops, goals, objectives and needs may evolve and B&L will continue to seek consensus.

B&L will request and review existing record drawings, specifications and basis of design as available for the existing WRRF. During this initial phase of project development, B&L anticipates up to three (3) in-person meetings with the EPC and the City in Rome, NY, which are included in this scope. Additional meetings will be by phone and video conference.

#### Deliverables

- Summary of information requested from the City
- Meeting summary for each project meeting
- Goals, objectives and needs summary

#### Engage with Chobani

With the City's assistance, B&L, along with the EPC, will engage with Chobani representatives for the purpose of understanding Chobani's expected waste load profile, and schedule of discharge. We will work with the City and the EPC to develop and present questions, and provide professional advice to the City related to control and permitting of Chobani's wastewater discharge.

During this initial phase of project development, B&L anticipates one in-person meeting with Chobani representatives in Rome, NY, which is included in this scope. Additional meetings will be by phone and video conference.

#### Deliverables

- List of information requested from Chobani
- Meeting summary for each project meeting
- Summary of Chobani's expected wastewater discharge profile

#### Engage with City and Regional Planners

B&L will engage with City of Rome and regional planners to develop and understanding of growth and economic development plans to be considered in planning WRRF improvements over the next 20-years. From information provided, B&L will develop a wastewater load projection timeline for use in identifying WRRF improvement needs.

#### Deliverables

- Memorandum summarizing economic development plans provided by County, sources and related wastewater projections and timeline with assumptions.

#### Engage with NYSDEC regarding Regulatory Requirements

B&L will contact the New York State Department of Environmental Conservation (NYSDEC) to discuss the project, timelines, technical requirements and permitting requirements. We will work with the City and the EPC to develop and present the project requirements to NYSDEC, and provide professional advice to the City related to NYSDEC's regulatory requirements. Permitting requirements will be used to inform planning, modeling and scope/schedule development.

During this initial phase of project development, B&L anticipates one (1) in-person meeting with NYSDEC in Rome, NY, which is included in this scope. Additional meetings will be by phone and video conference.

#### Deliverables

- Meeting summary for each project meeting
- Summary of projected permit discharge limits, expected timeline for implementation and general of the WRRF to meet the discharge limits.

#### Identify a Phasing Plan for the City wastewater facilities improvements that matches Chobani's plan for phased build-out of its plant

B&L will define basis of design flows and loadings for phased build-out of WRRF. B&L will develop a BioWin model of the City's WRRF for use in evaluating current treatment capacity of the plant processes. We will utilize the model to identify process upgrades that are necessary to meet the project goals, objectives and needs for each phase of Chobani's plant development. B&L will develop excel-based process and hydraulic calculations to confirm compliance with design standards and relevant codes. B&L will evaluate the process, mechanical and electrical systems capacity and general improvement needs necessary to meet the project goals, objectives and needs for each phase of Chobani's plant development.

#### Deliverables

- Summary of results of BioWin modeling
- Technical memorandum summarizing general improvement needs (process, mechanical and electrical) necessary to meet Chobani's phased startup plan
- Concept site plan identifying phased improvements

Develop a schedule for Project Execution – The schedule will identify critical path needs that strive to meet project delivery as expected by the City

B&L will assist the EPC to define a timeline for development of the improvements with the intent of having required improvements completed, commissioned and operational in coordination with Chobani's phased startup. The intent will be to avoid unnecessary delay of Chobani's planned startup. B&L will identify major process capacity improvement requirements for each phase. B&L will identify major equipment requirements for each phase (process, electrical, mechanical). Since detailed design will not be started at this point, sizing will be estimated with a conservative factor of safety.

The EPC will research and determine delivery timeframes for major equipment. The EPC will research and determine construction timeframes for major process improvements. B&L will work with the EPC to develop a critical path schedule for project delivery, including regulatory approval timeline

Deliverables

- Support EPC in development of critical path project schedule

Identify improvements required to meet the overall goals and objectives of the City

B&L will identify the additional improvements that would be required to meet the overall goals, objectives and needs of the City. B&L will work with the City and the EPC to determine the additional improvements that will be included in the project development plan.

Deliverables

- Technical memorandum including narrative and concept site plan that identifies the full breadth of improvements that would meet the City's goals, objectives, and needs

Fee Proposal

B&L proposes to provide the services described herein for a lump sum fee of seventy-eight thousand five hundred dollars (\$78,500.00). B&L proposes to invoice monthly on a percentage complete basis for work completed on the project. If additional services are required, beyond those described above, B&L will provide a supplemental agreement for review and approval prior to commencing the additional services.

If you have any questions regarding any item of this proposal, please feel free to contact our office.

Sincerely,

BARTON & LOGUIDICE, D.P.C.



Richard A. Straut, P.E.  
Executive Vice President

AHW/JDS/tlh