

Memo

To: Town Council From: Anthony Wilson, Town Manager Meeting date: Feb. 26, 2024 Re: Heat pumps RFP

Taking advantage of a <u>Funding Opportunity Notice (FON)</u> issued by <u>Efficiency Maine</u>, the Town issued a <u>Request for Proposals (RFP)</u> to convert its municipal facilities to high-efficiency heat pumps and, potentially, water heaters. The Town received two proposals in response to the RFP, both of which were reviewed by Efficiency Maine. The proposals are from Energy Management Consultants, or EMC, which has performed work on Winthrop's school facilities, and Dave's Appliance, a local vendor that performed a similar project for the Town of Leeds. We recommend awarding the contract to Dave's Appliance.

EMC's plan offered rebates of \$213,112, would have the Town financing \$821,539, and thus spending \$49,649 annually over 17 years to finance the project while realizing only \$15,794 a year in energy savings.

Dave's plan includes rebates of \$528,210. Under the Efficiency Maine FON, 90% of the project's total costs, or \$12 per square foot, whichever is less, is eligible for a rebate. Exceptions to this are the Transfer Station office (\$1,800 flat rebate); the Fire Station equipment (3-phase variable refrigerant flow, or VRF, without heat recovery), which qualifies for \$15 per square foot; and portions of the Town Office building project, which will qualify for \$18 per square foot for 3-phase VRF with heat recovery. The heat recovery equipment allows for one office to run in cooling mode while another office can run in heat mode.

We would work with Dave's, Efficiency Maine and, potentially, Androscoggin Bank to determine how best to address any initial capital outlay, which would be recouped through the rebates. One option is using the Town's General Fund balance and replenishing that cash once rebates are received. We would work through Efficiency Maine's Green Bank, possibly linking this project with a planned conversion to LED lighting in all of our facilities, to secure low-interest <u>municipal financing</u>; Androscoggin is one of two participating banks in that program, which is meant to be budget-neutral; that is, towns use the money saved through their energy bills to repay the financing over time.

The facilities where heat pumps would be installed, the cost for each facility and the rebates are as follows:

- Police station: \$107,979 project cost / \$45,999 after the Efficiency Maine rebate
- Ambulance station: \$119,769 project cost / \$53,904 after the rebate
- Fire station: \$164,779 project cost / \$17,989 after the rebate
- Town Office: \$241,729 project cost / \$49,669 after the rebate
- Public Works garage: \$66,349 project cost / \$6,634 after the rebate
- Transfer Station office: \$12,949 project cost / \$11,149 after the rebate

The total amount to be financed would be \$185,344.

Dave's determined the Bailey Public Library is not a candidate for a retrofit because of several factors, including incompatibility with the recently refurbished heating system. Dave's noted the Library may be a candidate for other energy-efficient equipment in future Efficiency Maine rebate programs.

The Town does not intend to remove its boilers but to use them as backups or as supplements to the heat pumps during exceptionally cold snaps. This project will reduce both the amount of heating oil the Town must purchase and its carbon footprint.

Dave's owner Mike Ketchen is unavailable to attend the Feb. 26 Council meeting, but we want to present this opportunity to you now so if there are questions we can continue the conversation March 4. Efficiency Maine last week extended the deadline to apply under the FON to Oct. 1. We can avoid an increase in hardware costs if Dave's can order equipment prior to April 1. We anticipate bringing the LED lighting proposal to you next month.

| | Th | is form complies | HVAC BI with professional s | D-PROP tandards in effect J | DSAL January 1 – De | ecember 31, 202 | 24 |
|---|--|--|---|---|---|---|---|
| | | DI | DAVE'S HEAT PUMPS "Quality ServiceAlways" 62 Central Street Winthrop, ME 04364 | | MPS /s" | S DATE: February 23, 2024 PROPOSAL NO: | |
| and | NAME | PH | ONE (800) 298-8 | 858 LOCAL (20 | EMAIL (| 8 (IFANY) @winthronmo | ine org |
| BUYER/ OWNER | PROJECT AE 15 Town Hall ALERNATE 17 Highland A | DDRESS Lane ADDRESS <i>(IF</i> Avenue | ANY) | CITY Winthrop CITY Winthrop | STATE/Z ME 0436 STATE/Z ME 0436 | ZIP 4 ZIP 54 | PHONE 207-377-7226 PHONE 207-377-7200 |
| HVAC Pr | oject To Begin: | Upon A | pproval | Estimated Pro | oject Comple | etion Time: | 8 Business Days |
| Date of pl | ans: | TBD | Architect: | TH | 3D | Engineer: | TBD |
| Work to b | e Performed at: | | 15 Town Hall La | ne, Winthrop MI | T | <u> </u> | |
| We hereby pro -Remove exist -Relocate to S -Install and co We hereby pro | We hereby propose to perform the following HVAC work: -Remove existing cooling only system from Dispatch -Relocate to Sally Port with the intended use of minimum cooling for animal control subjects. -Install and commission new heat pump equipment per Efficiency Maine FON for Municipal Buildings We hereby propose to Install MITSUBISHI ELECTRIC CityMulti Single-phase VRF Heat Pumps as follows: | | | | | | |
| -Install one 15 air flow direct | K BTU one-way ed throughout. | ceiling cassette | e, Mitsubishi Mod | <u>SYSTEM 1</u> el PMFY-P15NBN | ላሀ-ER5 in th | e Front Lobby | $m{y}$, centered in hallway with |
| -Install three (Sergeant's Off -Install one 6K flow directed Line sets to ru down exterior stand secured SlimDuct. Out | 3) 8K BTU one-v fice, and Detect & BTU one-way c toward entry do n above suspen wall to connect to a composite tdoor unit to be | vay ceiling cass ive's Office at s eiling cassette, for and hallway ded ceilings to o to common ou pad at existing equipped with | ettes, Mitsubishi pecified locations Mitsubishi Mode connect to heade itdoor condenser dispatch condens a matching snow | Model PMFY-P08 s with air flow din l PMFY-P06NBM ers and joint pipe unit, Mitsubishi ser unit location. r cap. | 8NBMU-ER5 rected towa U-ER5, in In s. Main refr Model MXZ Exposed ex | , one each in t rd entry doors t errogation 1 , igerant feed to -SM36NAMHZ tterior line set | the Captain's Office and hallway. at specified location with air o run above ceiling and 2-U2 mounted to a 16" to be concealed with brown |
| -Install one 12 above with air -Install one 15 maximize air f -Install four (4 and Interroga Line sets to ru down exterior stand secured Outdoor unit f | K BTU one-way flow directed t K BTU four-way low in all four d) 6K BTU one-wa tion 2 & 3, at sp n above suspen wall to connect to existing pad to be equipped | ceiling cassette he length of the ceiling cassette irections. ay ceiling casse ecified location ded ceilings to o to common ou at existing conc with a matching | e, Mitsubishi Mod e room. e, Mitsubishi Moo ttes, Mitsubishi Moo s with air flow di connect to heade utdoor condenser denser unit locatio g snow cap. | SYSTEM 2 el PMFY-P12NBN lel PLFY-P15NFM Model PMFY-P06I rected toward er rs and joint pipe unit, Mitsubishi on. Exposed extr | MU-ER5 in th IU-E in the fu NBMU-ER5, ntry doors ar s. Main refr Model MXZ erior line set | e existing Dis uture Dispatch one each in th nd hallway. igerant feed to -SM42NAMHZ to be conceal | patch, centered in ceiling h, centered in ceiling to he Kitchen, Booking Room, o run above ceiling and 22-U1 mounted to a 16" led with brown SlimDuct. |

Second Floor: Five (5) Indoor ceiling cassettes, One High Efficiency Low Temp (-13ºF) H2i Hyper Heat VRF Single-Phase Condenser

SYSTEM 3

-Install two (2) 12K BTU one-way ceiling cassettes, Mitsubishi Model PMFY-P12NBMU-ER5, one each in the **Exercise Room**, and in the **Chief's Office**, centered in ceiling near rear wall with air flow directed toward entry door and hallway.

-Install one 15K BTU one-way ceiling cassette, Mitsubishi Model PMFY-P15NBMU-ER5, in the **Training Room**, centered in the ceiling between the windows with air flow directed throughout.

-Install two (2) 6K BTU one-way ceiling cassettes, Mitsubishi Model PMFY-P06NBMU-ER5, one each in Admin and Records, at specified locations with air flow directed toward entry door and hallway.

Line sets to run above suspended ceilings to connect to headers and joint pipes. Main refrigerant feed to run above ceiling and down exterior wall to connect to common outdoor condenser unit, Mitsubishi Model MXZ-SM48NAMHZ2-U1 mounted to a 16" stand secured to existing pad at existing condenser unit location. Exposed exterior line set to be concealed with brown SlimDuct. Outdoor unit to be equipped with a matching snow cap.

Controllers:

Each occupied office to include a wireless wall remote, Mitsubishi Model MHK-2, mounted at specified location to operate heating and cooling. Dispatch and Training rooms to be supplied with a wireless wall remote, Mitsubishi Model MHK-2 at specified locations. Remaining normally unoccupied room units to be supplied with a flush mount temperature sensor, Mitsubishi Model PAC-SE41TS-E located as required. Master Controller, Mitsubishi Model AE-200A included, located in new dispatch area or owner specified alternate location to control all units across all three systems.

Total Winthrop Police Station VRF Job Price: \$107,979 (\$45,999 after Efficiency Maine rebate)

JOB NOTES:

▶ Price includes \$10,900 allowance for sixteen (16) indoor unit disconnect switches four (4) electrical disconnect installations including GFCI service outlet, materials, labor, Master Electrician and State of Maine electrical permit.

- ▶ Price assumes project is EXEMPT from 5.5% State of Maine sales tax for all equipment and installation materials.
- ► Single zone outdoor unit requires a 220V 20A circuit.
- ► Multi zone outdoor units each require a 220V 40A circuit.

REBATE NOTES:

- Dave's Heat Pumps (Dave's Appliance, Inc.) is an Efficiency Maine Qualified Partner and registered vendor for heat pumps.
 HEAT PUMP EQUIPMENT QUALIFIES FOR A \$12.00/sq. ft. REBATE FROM EFFICIENCY MAINE (Install price does not reflect rebate)
- ► Total building rebate \$61,980 based on square footage and current FON, subject to review and pre-approval by Efficiency Maine.
 ► Rebates subject to pre-approval by Efficiency Maine per Prescriptive program guidelines. Equipment cannot be ordered, nor can work begin until scope of work is approved by Efficiency Maine and accepted by building owner.

Submission of rebate is completed by Dave's Heat Pumps (Dave's Appliance, Inc.) as an Efficiency Maine Qualified Partner with cooperation for **required building information** and signatures from the building owner.

- Dave's Appliance, Inc. is not responsible for changes to Efficiency Maine rebate programs or schedules.
- ▶ Rebate forms are processed and submitted by Dave's Heat Pumps (Dave's Appliance, Inc.) after project is complete.
- ▶ Rebate payment is subject to review and approval by Efficiency Maine.

GENERAL NOTES:

► Dave's Heat Pumps/Dave's Appliance, Inc. is a Mitsubishi factory trained Diamond Contractor. Warranty is increased from 5 years parts, 7 years compressor to 10 years parts, 10 years compressor for commercial applications.

- ▶ Pricing includes **1 year labor warranty** to compliment manufacturers **10** years parts, **10** years compressor warranty.
- Extended labor warranty of 10 years available at additional cost.
- Dave's Heat Pumps (Dave's Appliance, Inc.) will register equipment for product warranty within 90 days of installation.
- Materials and labor are estimated. Actual values will be billed upon completion. Labor will not exceed estimate.
- ► All linesets to be leak checked with 500psi nitrogen, evacuated and vacuumed to 500 microns per specification.
- ▶ Pricing includes control wiring, bundled with line set.
- ► Outdoor power disconnect circuits **are included** in this quote.
- ▶ Disconnects to be installed by a licensed Master Electrician. Disconnects to be located within 4 feet of outdoor units.

Available Accessories (check box to accept):

- □ ICM517 Surge Protector/Lightning for outdoor power disconnect: \$99.
- □ ICM493 Surge Protector/Voltage Monitor for outdoor power disconnect: \$419.
- □ iWave-M air purification strip, Nu-Calgon 4900-35: \$359 per indoor unit, installed.
- □ Fresh-Aire Mini UV LED Germ Killing UV Strip: \$479 per indoor unit, installed.
- □ kumo cloud[™] WiFi controller with Smart Phone App: \$174 per indoor unit.
- MHK2 Wireless Remote Controller, Backlit and includes room temperature: \$382, installed. (Qty: 10 included in price)
- □ PAR-CT01MAU-SB Touch MA Remote Controller, customizable: \$429, installed, per indoor unit.
- □ PAR-40MAA Wired Remote Controller Backlit and includes room temperature: \$329, installed, per indoor unit.
- \Box PAC-SDW01RC-1 Simple Ductless Wired Wall Controller: \$392, installed, per indoor unit.
- □ PAC-YT53CRAU Simple MA Wall Controller Basic functions only: \$392, installed, per indoor unit.
- □ PAC-US444CN-1 Thermostat Interface; use with 3rd party thermostats: \$199 per unit (includes 24V transformer).
- \square 10 year extended labor warranty: \$329 per outdoor unit / \$269 per indoor unit.

Optional Heat Pump Water Heater

□ 50 gallon Hybrid Electric Heat Pump Hot Water Heater, Bradford White Model RE2H50S10 or equivalent. Installation (not included in price) to be performed by specified licensed plumber and electrical contractor at additional cost. Price: \$1869 (tax exempt) - includes 10 year limited tank and parts warranty

WATER HEATER NOTES:

- ▶ Price includes \$750 for plumbing installation including materials, labor and Master Plumber.
- ▶ Price includes \$420 for electrical power feed installation including materials, labor, and Master Electrician.
- ▶ PRICE INCLUDES A \$850 EFFICIENCY MAINE HEAT PUMP WATER HEATER INSTANT REBATE already applied
- Unit requires a 240V 30A circuit

Pricing Summary:

| Equipment & Materials: | \$ 76,822 |
|------------------------|---|
| Labor: | <u>\$ 31,157</u> |
| Total: | \$107,979 (\$45,999 after Efficiency Maine rebate) |

PROPOSED PAYMENT:

Owner/Buyer agrees to pay Contractor a total price of \$107,979 INCLUDING electrical, PLUS water heater.

Payment schedule will be:

- (1) Down payment of \$33,000. Down payment due with signed proposal to secure scheduling, equipment, and material order.
- (2) Second payment of \$33,000 due upon completion of installation.
- (3) Remaining balance due upon completion of project.

NOTE: This proposal may be withdrawn by DAVE'S HEAT PUMPS if not accepted within 30 days.

ACCEPTANCE OF PROPOSAL

You are hereby authorized to return a formal contract between **DAVE'S HEAT PUMPS** and you, Owner/Buyer, to accomplish the work described in the above proposal, for which the undersigned agrees to pay the amount stated in said proposal and according to the terms thereof.

x Michael Ketchen

| x | |
|-----------------------|------|
| OWNER/BUYER SIGNATURE | DATE |
| х | |
| OWNER/BUYER SIGNATURE | DATE |

| | This form comp | HVAC BI | D-PROPO tandards in effect Ja | SAL nuary 1 – December 3 | 1, 2024 | |
|---|--|--|---|--|---|---|
| | | DAVE'S "Quality 62 0 Winth | DAVE'S HEAT PUMPS "Quality ServiceAlways" 62 Central Street Winthrop, ME 04364 | | DATE: February 23, 2024 PROPOSAL NO: | |
| and BUYER/ OWNER | NAME Town of Winthrop Ambu PROJECT ADDRESS 31 Old Western Avenue ALERNATE ADDRESS 17 Highland Avenue | lance Service | CITY Winthrop CITY Winthrop | EMAIL (IFANY) manager@winthro STATE/ZIP ME 04364 STATE/ZIP ME 04364 | ppmaine.org | PHONE 207-377-7220 x220 PHONE 207-377-7200 |
| HVAC Pr Date of pl Work to b | roject To Begin: <u>Upc</u> lans: <u>TBD</u> be Performed at: | on Approval Architect: 31 Old Western A | Estimated Proj TBl ve., Winthrop ME | ect Completion Tim | e: <u>6 B</u> neer: | usiness Days TBD |
| We hereb -Recover -Remove -Install an We hereby pr <u>SYSTEM 1:</u> Eig -Install one 12 | by propose to perform the for refrigerant from existing sys- existing central air condens and commission new heat pu opose to Install MITSUBISH opose to Install MITSUBISH | ollowing HVAC work: stems ers for resale, storag mp equipment per Ef II ELECTRIC CityMulti | e, or disposal. ficiency Maine FO Single-phase VRF ncy Low Temp (-13 lel PMEV-P12NBM | N for Municipal Buil Heat Pumps as follo PF) H2i Hyper Heat | ldings ws: VRF Conden | ser |
| room entranc -Install seven and Bedroom Line sets to ru down exterior stand secured Outdoor unit | e with air flow directed thro (7) 6K BTU one-way ceiling s 1, 2, 3, 4 & 5 , at specified in above suspended ceilings r wall to connect to commo to existing pad at existing of to be equipped with a matc | ough walkway. cassettes, Mitsubishi locations with air flo to connect to heade n outdoor condenser condenser unit locati ching snow cap. | Model PMFY-P06 w directed towarc ers and joint pipes. unit, Mitsubishi N on. Exposed exter | NBMU-ER5, one eac l entry doors and ha Main refrigerant fe Jodel MXZ-SM42NA rior line set to be con | h in the Day Ilway. eed to run ab MHZ2-U1 m ncealed with | room, Bathroom 3, ove ceiling and ounted to a 16" gray SlimDuct. |
| SYSTEM 2: Se -Install one 12 corridor 2 to r -Install three (1, and Trainin -Install three (Treatment Ro Line sets to ru down exterior stand secured Outdoor unit | ven (7) Indoor ceiling casse 2K BTU four-way ceiling cass maximize air flow in all four (3) 8K BTU one-way ceiling o g Room, at specified locatio (3) 6K BTU one-way ceiling o toom, and Bathroom 4, at sp in above suspended ceilings wall to connect to commo to existing pad at existing o to be equipped with a matc | ettes, One High Efficient sette, Mitsubishi Moo directions. cassettes, Mitsubishi ons with air flow dire cassettes, Mitsubishi becified locations with to connect to heade n outdoor condenser condenser unit locati shing snow cap. | ency Low Temp (-: del PLFY-P12NFML Model PMFY-P08I cted throughout. Model PMFY-P06I n air flow directed ers and joint pipes. unit, Mitsubishi N on. Exposed exter | 13ºF) H2i Hyper Hea J-E in the Computer NBMU-ER5, one eac NBMU-ER5, one eac throughout. Main refrigerant fe Aodel MXZ-SM42NA rior line set to be co | at VRF Conde Area, center h in the Direc h in the Conf eed to run ab MHZ2-U1 m ncealed with | enser red on walkway and ctor's Office, Office ference Room, ove ceiling and ounted to a 16" gray SlimDuct. |

SYSTEM 3: Three (3) Indoor ceiling cassettes, One High Efficiency Low Temp (-13ºF) H2i Hyper Heat VRF Condenser

-Install two (2) 12K BTU one-way ceiling cassettes, Mitsubishi Model PLFY-P12NFMU-E, one each in the Locker Area, and Corridor 2, centered on hallways to maximize air flow in all four directions.

-Install one 6K BTU 1-way ceiling cassette, Mitsubishi Model PMFY-P06NBMU-ER5, in the **Dining Room**, at specified location with air flow directed throughout.

Line sets to run above suspended ceilings to connect to header. Main refrigerant feed to run above ceiling and down exterior wall to connect to common outdoor condenser unit, Mitsubishi Model MXZ-SM36NAMHZ2-U1 mounted to a 16" stand secured to existing pad at existing condenser unit location. Exposed exterior line set to be concealed with gray SlimDuct. Outdoor unit to be equipped with a matching snow cap.

Controllers:

Each occupied office to include a wireless wall remote, Mitsubishi Model MHK-2, mounted at specified location to operate heating and cooling. Dispatch and Training rooms to be supplied with a wired wall thermostat, Mitsubishi Model PAR-CT01MAU-SB, at specified locations. Remaining normally unoccupied room units to be supplied with a flush mount temperature sensor, Mitsubishi Model PAC-SE41TS-E located as required. Master Controller, Mitsubishi Model AE-200A included, located in new dispatch area or owner specified alternate location to control all units across all three systems.

Total Winthrop Ambulance VRF Job Price: \$119,769 (\$53,904 after Efficiency Maine rebate)

JOB NOTES:

► Price includes \$11,690 allowance for eighteen (18) indoor unit disconnect switches and three (3) outdoor electrical disconnect switch installations including GFCI service outlet, materials, labor, Master Electrician and State of Maine electrical permit.

- ▶ Price assumes project is EXEMPT from 5.5% State of Maine sales tax for all equipment and installation materials.
- Multi zone outdoor units each require a 220V 40A circuit.

REBATE NOTES:

- Dave's Heat Pumps (Dave's Appliance, Inc.) is an Efficiency Maine Qualified Partner and registered vendor for heat pumps.
- ▶ HEAT PUMP EQUIPMENT QUALIFIES FOR A \$12.00/sq. ft. REBATE FROM EFFICIENCY MAINE (Install price does not reflect rebate)
- Total building rebate \$65,865 based on square footage and current FON, subject to review and pre-approval by Efficiency Maine.
 Rebates subject to pre-approval by Efficiency Maine per Prescriptive program guidelines. Equipment cannot be ordered, nor can
- work begin until scope of work is approved by Efficiency Maine and accepted by building owner.
 Submission of rebate is completed by Dave's Heat Pumps (Dave's Appliance, Inc.) as an Efficiency Maine Qualified Partner with
- cooperation for **required building information** and signatures from the building owner.
- ► Dave's Appliance, Inc. is not responsible for changes to Efficiency Maine rebate programs or schedules.
- ▶ Rebate forms are processed and submitted by Dave's Heat Pumps (Dave's Appliance, Inc.) after project is complete.
- ► Rebate payment is subject to review and approval by Efficiency Maine.

GENERAL NOTES:

► Dave's Heat Pumps/Dave's Appliance, Inc. is a Mitsubishi factory trained Diamond Contractor. Warranty is increased from 5 years parts, 7 years compressor to 10 years parts, 10 years compressor for commercial applications.

- ▶ Pricing includes **1 year labor warranty** to compliment manufacturers **10** years parts, **10** years compressor warranty.
- Extended labor warranty of 10 years available at additional cost.
- Dave's Heat Pumps (Dave's Appliance, Inc.) will register equipment for product warranty within 90 days of installation.
- ► Materials and labor are estimated. Actual values will be billed upon completion. Labor will not exceed estimate.
- ► All linesets to be leak checked with 500psi nitrogen, evacuated and vacuumed to 500 microns per specification.
- ▶ Pricing includes control wiring, bundled with line set.
- ► Outdoor power disconnect circuits **are included** in this quote.
- ► Disconnects to be installed by a licensed Master Electrician. Disconnects to be located within 4 feet of outdoor units.

Available Accessories (check box to accept):

- □ ICM517 Surge Protector/Lightning for outdoor power disconnect: \$99.
- □ ICM493 Surge Protector/Voltage Monitor for outdoor power disconnect: \$419.
- □ iWave-M air purification strip, Nu-Calgon 4900-35: \$359 per indoor unit, installed.
- □ Fresh-Aire Mini UV LED Germ Killing UV Strip: \$479 per indoor unit, installed.
- □ kumo cloud[™] WiFi controller with Smart Phone App: \$189 per indoor unit.
- MHK2 Wireless Remote Controller, Backlit and includes room temperature: \$382, installed as specified.
- PAR-CT01MAU-SB Touch MA Remote Controller, customizable: \$429, installed as specified.
- □ PAR-40MAA Wired Remote Controller Backlit and includes room temperature: \$329, installed, per indoor unit.
- □ PAC-YT53CRAU Simple MA Wall Controller Basic functions only: \$392, installed, per indoor unit.
- □ PAC-US444CN-1 Thermostat Interface; use with 3rd party thermostats: \$199 per unit (includes 24V transformer).
- □ 10 year extended labor warranty: \$329 per outdoor unit / \$269 per indoor unit.

Optional Heat Pump Water Heater

□ 50 gallon Hybrid Electric Heat Pump Hot Water Heater, Bradford White Model RE2H50S10.

Installation (not included in price) to be performed by specified licensed plumber and electrical contractor at additional cost. Price: \$2039 (tax exempt) - includes 10 year limited tank and parts warranty

WATER HEATER NOTES:

- ▶ Price includes \$750 for plumbing installation including materials, labor, and Master Plumber.
- ▶ Price includes \$590 for electrical power feed installation including materials, labor, and Master Electrician.
- PRICE INCLUDES A \$850 EFFICIENCY MAINE HEAT PUMP WATER HEATER INSTANT REBATE already applied
- ► Unit requires a 240V 30A circuit.

Pricing Summary:

| Equipment & Materials: | \$ 90,400 |
|------------------------|---|
| Labor: | <u>\$ 29,369</u> |
| Total: | \$119,769 (\$53,904 after Efficiency Maine rebate) |

PROPOSED PAYMENT:

Owner/Buyer agrees to pay Contractor a total price of \$119,769 INCLUDING electrical, PLUS water heater.

Payment schedule will be:

- (1) Down payment of \$40,000. Down payment due with signed proposal to secure scheduling, equipment, and material order.
- (2) Second payment of \$40,000 due upon completion of installation.
- (3) Remaining balance due upon completion of project.

NOTE: This proposal may be withdrawn by DAVE'S HEAT PUMPS if not accepted within 30 days.

ACCEPTANCE OF PROPOSAL

You are hereby authorized to return a formal contract between **DAVE'S HEAT PUMPS** and you, Owner/Buyer, to accomplish the work described in the above proposal, for which the undersigned agrees to pay the amount stated in said proposal and according to the terms thereof.

x Michael Ketchen

| X | |
|-----------------------|------|
| OWNER/BUYER SIGNATURE | DATE |
| x | |
| OWNER/BUYER SIGNATURE | DATE |

| HVAC BID-PROPOSAL This form complies with professional standards in effect January 1 – December 31, 2024 | | | | | | | |
|---|---------------------------------------|---|----------|-----------------------------------|-------------------------------------|---|--|
| | | DAVE'S HEAT PUMPS "Quality ServiceAlways" 62 Central Street Winthrop, ME 04364 HONE (800) 298-8858 LOCAL (207) 377-8858 | | | DATE: Februar PROPC 022324 | DATE: February 23, 2024 PROPOSAL NO: 02232406M | |
| and | NAME Town of Winthrop Fire Departs | nent | | EMAIL (IFANY) manager@winthrop | | | |
| BUYER / | PROJECT ADDRESS | | CITY | STATE/ZIP | | PHONE | |
| OWNER | 1703 US-202 | | Winthrop | ME 04364 | | 207-377-7223 | |
| | ALERNATE ADDRESS (IF A | NY) | CITY | STATE/ZIP | | PHONE | |
| | 17 Highland Avenue | | Winthrop | ME 04364 | | | |
| HVAC Project To Begin: Upon Approval Estimated Project Completion Time: 7 Business Days Date of plans: TBD Architect: TBD Engineer: TBD | | | | | | | |
| Work to be Performed at: 1703 US-202, Winthrop ME 04364 | | | | | | | |
| We hereby propose to Install MITSUBISHI ELECTRIC CityMulti 3-phase VRF Heat Pumps as follows: | | | | | | | |

SYSTEM 1: Six (6) Indoor Ceiling Cassettes, One High Efficiency Low Temp 3-Phase VRF (-22ºF) H2i Hyper Heat Condenser

-Install six (6) 18K BTU 4-way ceiling cassettes, Mitsubishi Model PLFY-P18NFMU-E in the **Apparatus Garage**, spaced evenly and at proper height with air flow directed throughout. Line sets to run above ceiling into mechanical space to connect to header and piping joints. Main refrigerant feed to run down exterior wall to connect to common outdoor condenser unit, Mitsubishi CityMulti Model PUHY-HP96TNU-A mounted to a stand secured to concrete blocks, 10' to the left of the propane regulator. Exposed exterior line set to be concealed with ivory Slim Duct. Drains to be PVC and run straight down inside line hide to drip outside down low. Outdoor unit to be equipped with snow guards and hail guards.

<u>SYSTEM 2:</u> Thirteen (13) Indoor wall mounts, One High Efficiency Low Temp 3-Phase VRF (-22ºF) H2i Hyper Heat Condenser

-Install two 12K BTU one-way ceiling cassettes, Mitsubishi Model PMFY-P24NBMU-ER5, one each in **Gear Room**, and **Exercise Room**, at specified locations with air flow directed throughout. Line sets to run above ceilings.

-Install three (3) 6K BTU one-way ceiling cassettes, Mitsubishi Model PMFY-P06NBMU-ER5, one each in **BR1, BR2**, and **Kitchen**, at specified locations with air flow directed throughout. Line sets to run above ceiling.

-Install four (4) 12K BTU 4-way ceiling cassettes, Mitsubishi Model PLFY-P12NFMU-E in the **Training Room**, spaced evenly within the ceiling grid pattern.

-Install two (2) 8K BTU 4-way ceiling cassettes, Mitsubishi Model PLFY-P08NFMU-E in the Lobby, spaced evenly within the ceiling grid pattern.

-Install two (2) 6K BTU one-way ceiling cassettes, Mitsubishi Model PMFY-P06NBMU-ER5, one each in **Chief's Office** and **Office 2**, at specified locations with air flow directed toward the entry door. Line sets to run above ceiling.

Line sets to run above suspended ceilings to connect to headers and joint pipes. Main refrigerant feed to run down exterior wall to connect to common outdoor condenser unit, Mitsubishi CityMulti Model PURY-HP96TNU-A mounted to a stand secured to existing concrete pad behind building. Exposed exterior line set to be concealed with brown Slim Duct. Drains to be PVC and run straight down inside SlimDuct to drip outside down low. Outdoor unit to be equipped with snow guards and hail guards.

Controllers:

Each occupied office and bedroom to include a wireless wall remote, Mitsubishi Model MHK-2, mounted at specified location to operate heating and cooling. Lobby and Training rooms to be supplied with a wireless wall remote, Mitsubishi Model MHK-2 at specified locations. Remaining normally unoccupied room units to be supplied with a flush mount temperature sensor, Mitsubishi Model PAC-SE41TS-E located as required. Master Controller, Mitsubishi Model AE-200A included, located in Chief's office or owner specified alternate location to control all units across both systems.

Total Winthrop Fire Station VRF Job Price: \$164,779 (\$17,989 after Efficiency Maine rebate)

JOB NOTES:

► Price includes \$12,350 allowance for nineteen (19) indoor unit disconnect switches and two (2) electrical disconnect installations including GFCI service outlets, materials, labor, Master Electrician and State of Maine electrical permit.

- ▶ Price assumes project is EXEMPT from 5.5% State of Maine sales tax for all equipment and installation materials.
- ▶ Multi zone outdoor units each require a 277V 40A circuit.

REBATE NOTES:

- Dave's Heat Pumps (Dave's Appliance, Inc.) is an Efficiency Maine Qualified Partner and registered vendor for heat pumps.
- ► HEAT PUMP EQUIPMENT QUALIFIES FOR A \$15.00/sq. ft. REBATE FROM EFFICIENCY MAINE (Install price does not reflect rebate)
- ► Total building rebate \$146,790 based on square footage and current FON, subject to review and pre-approval by Efficiency Maine.
- ► Rebates subject to pre-approval by Efficiency Maine per Prescriptive program guidelines. Equipment cannot be ordered, nor can work begin until scope of work is approved by Efficiency Maine and accepted by building owner.
- Submission of rebate is completed by Dave's Heat Pumps (Dave's Appliance, Inc.) as an Efficiency Maine Qualified Partner with cooperation for **required building information** and signatures from the building owner.
- ► Dave's Appliance, Inc. is not responsible for changes to Efficiency Maine rebate programs or schedules.
- ▶ Rebate forms are processed and submitted by Dave's Heat Pumps (Dave's Appliance, Inc.) after project is complete.
- ▶ Rebate payment is subject to review and approval by Efficiency Maine.

GENERAL NOTES:

► Dave's Heat Pumps/Dave's Appliance, Inc. is a Mitsubishi factory trained Diamond Contractor. Warranty is increased from 5 years parts, 7 years compressor to 10 years parts, 10 years compressor for commercial applications.

- ▶ Pricing includes **1 year labor warranty** to compliment manufacturers 10 years parts, 10 years compressor warranty.
- Extended labor warranty of 10 years available at additional cost.
- Dave's Heat Pumps (Dave's Appliance, Inc.) will register equipment for product warranty within 90 days of installation.
- ► Materials and labor are estimated. Actual values will be billed upon completion. Labor will not exceed estimate.
- ► All linesets to be leak checked with 500psi nitrogen, evacuated and vacuumed to 500 microns per specification.
- ▶ Pricing includes control wiring, bundled with line set.
- ►Indoor and outdoor power disconnect circuits are included in this quote.
- ▶ Disconnects to be installed by a licensed Master Electrician. Disconnects to be located within 4 feet of outdoor units.

Available Accessories (check box to accept):

- □ ICM517 Surge Protector/Lightning for outdoor power disconnect: \$99.
- □ ICM493 Surge Protector/Voltage Monitor for outdoor power disconnect: \$419.
- □ iWave-M air purification strip, Nu-Calgon 4900-35: \$359 per indoor unit, installed.
- □ Fresh-Aire Mini UV LED Germ Killing UV Strip: \$479 per indoor unit, installed.
- □ kumo cloud[™] WiFi controller with Smart Phone App: \$174 per indoor unit.
- MHK2 Wireless Remote Controller, Backlit and includes room temperature: \$382, installed. (Qty: 10 included in price)
- □ PAR-CT01MAU-SB Touch MA Remote Controller, customizable: \$429, installed, per indoor unit.
- □ PAR-40MAA Wired Remote Controller Backlit and includes room temperature: \$329, installed, per indoor unit.
- □ PAC-SDW01RC-1 Simple Ductless Wired Wall Controller: \$392, installed, per indoor unit.
- □ PAC-YT53CRAU Simple MA Wall Controller Basic functions only: \$392, installed, per indoor unit.
- □ PAC-US444CN-1 Thermostat Interface; use with 3rd party thermostats: \$199 per unit (includes 24V transformer).
- □ 12 year extended labor warranty: \$329 per outdoor unit / \$269 per indoor unit.

Pricing Summary:Equipment & Materials:\$133,287Labor:\$ 31,492Total:\$164,779 (\$17,989 after Efficiency Maine rebate)

PROPOSED PAYMENT: Owner/Buyer agrees to pay Contractor a total price of \$164,779 INCLUDING electrical.

Payment schedule will be:

- (1) Down payment of \$12,000. Down payment due with signed proposal to secure scheduling, equipment, and material order.
- (2) Second payment of \$12,000 due upon completion of installation.
- (3) Remaining balance due upon completion of project.
- (4)

NOTE: This proposal may be withdrawn by DAVE'S HEAT PUMPS if not accepted within 30 days.

ACCEPTANCE OF PROPOSAL

You are hereby authorized to return a formal contract between **DAVE'S HEAT PUMPS** and you, Owner/Buyer, to accomplish the work described in the above proposal, for which the undersigned agrees to pay the amount stated in said proposal and according to the terms thereof.

x Michael Ketchen

| X | |
|-----------------------|------|
| OWNER/BUYER SIGNATURE | DATE |
| X | |
| OWNER/BUYER SIGNATURE | DATE |

| HVAC BID-PROPOSAL This form complies with professional standards in effect January 1 – December 31, 2024 | | | | | | | |
|---|---|---|--|---|--|--|--|
| | TSUBISHI ECTRIC ^{(Qua}) ^(Qua) ^(Qua) ^(Qua) ^(Qua) ^(Qua) ^(Qua) ^(Qua) ^(Qua) ^(Qua) ^(Qua) | DAVE'S HEAT PUMPS "Quality ServiceAlways" 62 Central Street Winthrop, ME 04364 HONE (800) 298-8858 LOCAL (207) 377-8858 | | DATE: February 23, 2024 PROPOSAL NO: 02232405M | | | |
| and BUYER/ OWNER | NAMETown Office, Town of WinthropPROJECT ADDRESS17 Highland AvenueALERNATE ADDRESS (IF ANY) | CITY Winthrop CITY | EMAIL (IFANY) manager@winthropm STATE/ZIP ME 04364 STATE/ZIP | PHONE 207-377-7200 PHONE | | | |
| HVAC Project To Begin: Upon Approval Estimated Project Completion Time: 15 Business Days Date of plans: TBD Architect: TBD Engineer: TBD Work to be Performed at: 17 Highland Ave., Winthrop ME | | | | | | | |

We hereby propose to furnish the following HVAC work:

-Remove three (3) existing Trane unitary cooling only systems from outdoor locations, recover refrigerant and dispose of equipment. -Remove existing Samsung cooling only systems from individual offices, recover refrigerant and dispose of equipment.

-Relocate Mitsubishi unit in Clerk's Office to Lobby.

-Install and commission new heat pump equipment per Efficiency Maine FON for Municipal Buildings

We hereby propose to Install MITSUBISHI ELECTRIC CityMulti 3-Phase and Single-phase VRF Heat Pumps as follows:

PRELIMINARY DESIGN (Subject to Town approval, and unit placement confirmations)

<u>SYSTEM 1:</u> Four (4) Indoor units, One High Efficiency Low Temp Smart Multi VRF (-13°F) H2i Hyper Heat Single-Phase Condenser -Install one 15K BTU wall mount evaporator, Mitsubishi Model PKFY-P15NLMU-E in Conference 2, on end wall, centered above window with air flow directed throughout. Line set to run down exterior wall.

-Install one 15K BTU one-way ceiling cassette, Mitsubishi Model PMFY-P15NBMU-ER5, in **Corridor 3**, centered in the ceiling in front of meeting hall doors with air flow directed back toward main entrance.

-Install one 6K BTU one-way ceiling cassette, Mitsubishi Model PMFY-P06NBMU-ER5, in **Corridor 3**, in front of lounge entrance with air flow directed past rest rooms toward main entrance.

-Install one 8K BTU one-way ceiling cassette, Mitsubishi Model PMFY-P08NBMU-ER5, in the **Lounge**, centered above windows with air flow directed toward door.

All four (4) line sets to run above suspended ceilings to connect to header. Main refrigerant feed to run above ceiling and down exterior wall to connect to common outdoor condenser unit, Mitsubishi Model MXZ-SM48NAMHZ-U1 mounted to a stand with rubber vibration isolators secured to the existing concrete pad. Exposed exterior line set to be concealed with existing flashing or new ivory Slim Duct. Drains to be PVC and run straight down inside line hide to drip outside down low. Outdoor unit to be equipped with a matching snow cap.

<u>SYSTEM 2:</u> Four (4) Indoor ceiling cassettes, One High Efficiency Low Temp 3-Phase VRF (-22^oF) H2i Hyper Heat Condenser -Install four (4) 15K BTU one-way ceiling cassettes, Mitsubishi Model PMFY-P15NBMU-ER5, centered in each ceiling bay of the **Meeting Hall**, above right hand wall with air flow directed throughout. Line sets to run above ceiling into mechanical space to connect to header.

Main refrigerant feed to run down exterior wall to connect to common outdoor condenser unit, Mitsubishi CityMulti Model PUHY-HP72TNU-A mounted to a stand secured to the existing concrete pad. Exposed exterior line set to be concealed with existing flashing or new ivory Slim Duct. Drains to be PVC and run straight down inside line hide to drip outside down low. Outdoor unit to be equipped with snow guards and hail guards.

SYSTEM 3: Six (6) Indoor units, One High Efficiency Low Temp 3-Phase VRF (-22ºF) H2i Hyper Heat Condenser w/Heat Recovery

-Install one 24K BTU wall mount evaporator, Mitsubishi Model PKFY-P24NK-MU-E2, in the **Clerk's Office**, at existing indoor unit location with air flow directed throughout. Line set to run down exterior wall.

-Install one 18K BTU wall mount evaporator, Mitsubishi Model PKFY-P18NLMU-E.TH, in the **Town Manager's Office**, centered in the room (left of existing indoor unit location) with air flow directed throughout. Line set to run down exterior wall.

-Install two (2) 8K BTU wall mount evaporators, Mitsubishi Model PKFY-P08NLMU-E.TH, one each in the Assistant's Office and the HUB, at existing unit locations. Line sets to run down exterior wall.

-Install two (2) 6K BTU one-way ceiling cassettes, Mitsubishi Model PMFY-P06NBMU-ER5, one each in **Bathrooms**, at specified locations with air flow directed throughout. Line sets to run above ceiling to mechanical space.

All six (6) line sets to connect to Branch Circuit Controller, Mitsubishi Model CMB-P106NU-J1 located in the mechanical room. Main refrigerant feed to run down exterior wall to connect to common outdoor condenser unit, Mitsubishi CityMulti Model PURY-HP72TNU-A mounted to a stand secured to existing concrete pad near the boiler room. Exposed exterior line set to be concealed with brown Slim Duct. Drains to be PVC and run straight down inside SlimDuct to drip outside down low. Outdoor unit to be equipped with snow guards and hail guards.

<u>SYSTEM 4</u>: Six (6) Indoor units, One High Efficiency Low Temp 3-Phase VRF (-22°F) H2i Hyper Heat Condenser w/Heat Recovery -Install one 15K BTU wall mount evaporator, Mitsubishi Model PKFY-154NK-MU-E2, in the Assessor's Office, at existing indoor unit location with air flow directed throughout. Line set to run down exterior wall.

-Install three (3) 8K BTU wall mount evaporators, Mitsubishi Model PKFY-P08NLMU-E.TH, one each in the **Planner's Office**, **Office 1**, and the **Code Enforcement Office**, at existing unit locations. Line sets to run down exterior wall.

-Install one 18K BTU wall mount evaporator, Mitsubishi Model PKFY-P18NLMU-E.TH, in the **Finance Office**, at existing indoor unit location with air flow directed throughout. Line set to run down exterior wall.

-Install two (2) 6K BTU one-way ceiling cassettes, Mitsubishi Model PMFY-P06NBMU-ER5, one at each end of Corridor 1. Line sets to run above ceiling to mechanical space.

All six (6) line sets to connect to 8 circuit Branch Circuit Controller, Mitsubishi Model CMB-P108NU-J1 located in the mechanical room or above hallway ceiling. Main refrigerant feed to run down exterior wall to connect to common outdoor condenser unit, Mitsubishi CityMulti Model PURY-HP96TNU-A mounted to a stand secured to existing concrete pad behind building. Exposed exterior line set to be concealed with brown Slim Duct. Drains to be PVC and run straight down inside SlimDuct to drip outside down low. Outdoor unit to be equipped with snow guards and hail guards.

Controllers:

Each occupied office to include a wireless wall remote, Mitsubishi Model MHK-2, or wired wall remote, Mitsubishi Simple MA Model PAC-YT53CRAU, mounted at specified locations to operate heating and cooling. Meeting Hall to be supplied with a wired wall thermostat, Mitsubishi Model PAR-40MAAU, at specified location. Remaining corridors and normally unoccupied room units to be supplied with a flush mount temperature sensor, Mitsubishi Model PAC-SE41TS-E located as required. Master Controller, Mitsubishi Model AE-200A included, located in mechanical closet, or manager specified alternate location to control all units across all three systems.

Total Winthrop Town Hall VRF Job Price: \$241,729 (\$49,669 after Efficiency Maine rebate)

JOB NOTES:

► Price includes \$21,460 allowance for twenty (20) indoor unit disconnect switches and four (4) electrical disconnect installations including GFCI service outlets, materials, labor, Master Electrician and State of Maine electrical permit.

- ▶ Price assumes project is EXEMPT from 5.5% State of Maine sales tax for all equipment and installation materials.
- ► Single zone outdoor unit requires a 220V 20A circuit.

Multi zone outdoor units each require a 277V 40A circuit.

REBATE NOTES:

Dave's Heat Pumps (Dave's Appliance, Inc.) is an Efficiency Maine Qualified Partner and registered vendor for heat pumps.
 <u>HEAT PUMP EQUIPMENT QUALIFIES FOR A \$12.00, \$15.00 or \$18.00/sq. ft. REBATE FROM EFFICIENCY MAINE</u> (Install price does

not reflect rebate, sq. footage amount depends on system equipment)

► Total building rebate **\$192,060** based on square footage and current FON, subject to review and pre-approval by Efficiency Maine.

▶ Rebates subject to pre-approval by Efficiency Maine per Prescriptive program guidelines. Equipment cannot be ordered, nor can work begin until scope of work is approved by Efficiency Maine and accepted by building owner.

Submission of rebate is completed by Dave's Heat Pumps (Dave's Appliance, Inc.) as an Efficiency Maine Qualified Partner with cooperation for **required building information** and signatures from the building owner.

Dave's Appliance, Inc. is not responsible for changes to Efficiency Maine rebate programs or schedules.

▶ Rebate forms are processed and submitted by Dave's Heat Pumps (Dave's Appliance, Inc.) after project is complete.

▶ Rebate payment is subject to review and approval by Efficiency Maine.

GENERAL NOTES:

► Dave's Heat Pumps/Dave's Appliance, Inc. is a Mitsubishi factory trained Diamond Contractor. Warranty is increased from 5 years parts, 7 years compressor to 10 years parts, 10 years compressor for commercial applications.

- ▶ Pricing includes **1 year labor warranty** to compliment manufacturers **10** years parts, **10** years compressor warranty.
- Extended labor warranty of 10 years available at additional cost.
- Dave's Heat Pumps (Dave's Appliance, Inc.) will register equipment for product warranty within 90 days of installation.
- ► Materials and labor are estimated. Actual values will be billed upon completion. Labor will not exceed estimate.
- ► All linesets to be leak checked with 500psi nitrogen, evacuated and vacuumed to 500 microns per specification.
- ▶ Pricing includes control wiring, bundled with line set.
- ► Outdoor power disconnect circuits is **are included** in this quote.
- Disconnects to be installed by a licensed Master Electrician. Disconnects to be located within 4 feet of outdoor units.

Available Accessories (check box to accept):

- □ ICM517 Surge Protector/Lightning for outdoor power disconnect: \$99.
- □ ICM493 Surge Protector/Voltage Monitor for outdoor power disconnect: \$419.
- □ iWave-M air purification strip, Nu-Calgon 4900-35: \$359 per indoor unit, installed.
- □ Fresh-Aire Mini UV LED Germ Killing UV Strip: \$479 per indoor unit, installed.
- □ kumo cloud[™] WiFi controller with Smart Phone App: \$174 per indoor unit.
- MHK2 Wireless Remote Controller, Backlit and includes room temperature: \$382, installed. (*Qty: 6 Included in price*)
- □ PAR-CT01MAU-SB Touch MA Remote Controller, customizable: \$429, installed, per indoor unit.
- □ PAR-40MAA Wired Remote Controller Backlit and includes room temperature: \$329, installed, per indoor unit.
- □ PAC-SDW01RC-1 Simple Ductless Wired Wall Controller: \$392, installed, per indoor unit.
- PAC-YT53CRAU Simple MA Wall Controller Basic functions only: \$392, installed, per indoor unit. (*Qty: 6 Included in price*)
- □ PAC-US444CN-1 Thermostat Interface; use with 3rd party thermostats: \$199 per unit (includes 24V transformer).
- □ 12 year extended labor warranty: \$329 per outdoor unit / \$269 per indoor unit.

| Pricing Summary: | |
|------------------------|---|
| Equipment & Materials: | \$180,939 |
| Labor: | <u>\$ 60,790</u> |
| Total: | \$241,729 (\$49,669 after Efficiency Maine rebate) |

PROPOSED PAYMENT:

Owner/Buyer agrees to pay Contractor a total price of **\$219,749** *INCLUDING* electrical.

Payment schedule will be:

- (1) Down payment of \$70,000. Down payment due with signed proposal to secure scheduling, equipment, and material order.
- (2) Second payment of \$70,000 due upon completion of installation.
- (3) Remaining balance due upon completion of project.

NOTE: This proposal may be withdrawn by DAVE'S HEAT PUMPS if not accepted within 30 days.

ACCEPTANCE OF PROPOSAL

You are hereby authorized to return a formal contract between **DAVE'S HEAT PUMPS** and you, Owner/Buyer, to accomplish the work described in the above proposal, for which the undersigned agrees to pay the amount stated in said proposal and according to the terms thereof.

x Michael Ketchen

| <u>X</u> | |
|-----------------------|------|
| OWNER/BUYER SIGNATURE | DATE |
| x | |
| OWNER/BUYER SIGNATURE | DATE |

| HVAC BID-PROPOSAL This form complies with professional standards in effect January 1 – December 31, 2024 | | | | | | |
|---|--|--|------------------------------|---|----------|---------------------------------------|
| MITSUBISHI ELECTRIC DIAMOND ELITE PI | | DAVE'S HEAT PUMPS "Quality ServiceAlways" 62 Central Street Winthrop, ME 04364 ONE (800) 298-8858 LOCAL (207) 377-8858 | | DATE: February 23, 2024 PROPOSAL NO: 02232403M | | |
| and BUYER/ | NAME Public Works Garage, Town PROJECT ADDRESS | of Winthrop | CITY | EMAIL (IFANY) manager@winthropm STATE/ZIP | aine.org | PHONE |
| OWNER | 36 Main Street ALERNATE ADDRESS (IF 17 Highland Avenue | ANY) | Winthrop CITY Winthrop | ME 04364 STATE/ZIP ME 04364 | | 207-377-7221 PHONE 207-377-7200 |
| HVAC Project To Begin: Upon Approval Estimated Project Completion Time: 4 Business Days Date of plans: TBD Architect: TBD Engineer: TBD | | | | | | |
| Work to be Performed at: 36 Main Street, Winthrop ME | | | | | | |

We hereby propose to Install MITSUBISHI ELECTRIC CityMulti Single-phase VRF Heat Pumps as follows:

<u>SYSTEM 1:</u> Three (3) Indoor wall mounts, One High Efficiency Low Temp Smart Multi VRF (-13°F) H2i Hyper Heat Condenser -Install one 24K BTU wall mount evaporator, Mitsubishi Model PKFY-P24NKMU-E2.TH in Garage Bay 1, on side wall at specified location with air flow directed throughout. Line set to run down exterior wall.

-Install one 6K BTU wall mount evaporator, Mitsubishi Model PKFY-P06NLMU-E in the **Break Room**, on back wall with air flow directed toward the door. Line set to run down and along exterior wall.

-Install one 4K BTU wall mount evaporator, Mitsubishi Model PKFY-P04NLMU-E in the **Director's Office**, on back wall with air flow directed toward the door. Line set to run down exterior wall.

All three (3) line sets to connect to two (2) piping joints, Mitsubishi Part CMY-Y62-G-E. Main refrigerant feed to run up exterior wall to connect to common outdoor condenser unit, Mitsubishi Model MXZ-SM36NAMHZ2-U1 mounted to a wall bracket with rubber vibration isolators secured to the north side of the building, high enough to allow for snowplow clearance. Exposed exterior line set to be concealed with ivory Slim Duct. Drains to be PVC and run straight down inside SlimDuct to drip outside down low. Outdoor unit to be equipped with a matching snow cap.

SYSTEM 2: Two (2) Indoor wall mounts, One High Efficiency Low Temp Smart Multi VRF (-13ºF) H2i Hyper Heat Condenser

-Install two 24K BTU wall mount evaporators, Mitsubishi Model PKFY-P24NKMU-E2, one each in **Garage Bay 2 & 3**, on rear wall at specified locations with air flow directed between trucks and toward garage doors. Line sets to run down exterior wall. Both line sets to connect to piping joint, Mitsubishi Part CMY-Y62-G-E. Main refrigerant feed to run along exterior wall to connect to common outdoor condenser unit, Mitsubishi Model MXZ-SM42NAMHZ2-U1 mounted to a stand with rubber vibration isolators secured to a pad on the south side of the building. Exposed exterior line set to be concealed with ivory Slim Duct. Drains to be PVC and run straight down inside SlimDuct to drip outside down low. Outdoor unit to be equipped with a matching snow cap.

<u>SYSTEM 3:</u> Two (2) Indoor wall mounts, One High Efficiency Low Temp Smart Multi VRF (-13°F) H2i Hyper Heat Condenser -Install two 24K BTU wall mount evaporators, Mitsubishi Model PKFY-P24NKMU-E2, one each in Garage Bay 4, on end wall at

specified locations with air flow directed between trucks and across garage doors. Line sets to run down exterior wall. Both line sets to connect to piping joint, Mitsubishi Part CMY-Y62-G-E. Main refrigerant feed to run along exterior wall to connect to common outdoor condenser unit, Mitsubishi Model MXZ-SM42NAMHZ2-U1 mounted to a stand with rubber vibration isolators secured to a pad on the south side of the building. Exposed exterior line set to be concealed with ivory Slim Duct. Drains to be PVC and run straight down inside SlimDuct to drip outside down low. Outdoor unit to be equipped with a matching snow cap.

Controllers:

Office and Break Room to include a wireless wall control, Mitsubishi Model MHK-2, mounted at specified location to operate heating and cooling. Garage Bay 1 and Main Garage Bays 2, 3 & 4 to be supplied with a wired wall thermostat, Mitsubishi Model PAR-40MAAU located in director's Office.

Total Winthrop Public Works VRF Job Price: \$66,349 (\$6,634 after Efficiency Maine rebate)

JOB NOTES:

▶ Price includes \$13,600 allowance for (7) indoor unit disconnect switches and three (3) outdoor electrical disconnect switch installations including GFCI service outlet, materials, labor, Master Electrician and State of Maine electrical permit.

- ▶ Price assumes project is EXEMPT from 5.5% State of Maine sales tax for all equipment and installation materials.
- ► Multi zone outdoor unit requires a 220V 40A circuit.

REBATE NOTES:

Dave's Heat Pumps (Dave's Appliance, Inc.) is an Efficiency Maine Qualified Partner and registered vendor for heat pumps.

HEAT PUMP EQUIPMENT QUALIFIES FOR A \$12.00/sq. ft. REBATE FROM EFFICIENCY MAINE (Install price does not reflect rebate)
 Total building rebate \$59,714 based on 90% of project cost and current FON, subject to review and pre-approval by Efficiency

Maine.

► Rebates subject to pre-approval by Efficiency Maine per Prescriptive program guidelines. Equipment cannot be ordered, nor can work begin until scope of work is approved by Efficiency Maine and accepted by building owner.

Submission of rebate is completed by Dave's Heat Pumps (Dave's Appliance, Inc.) as an Efficiency Maine Qualified Partner with cooperation for **required building information** and signatures from the building owner.

- Dave's Appliance, Inc. is not responsible for changes to Efficiency Maine rebate programs or schedules.
- ▶ Rebate forms are processed and submitted by Dave's Heat Pumps (Dave's Appliance, Inc.) after project is complete.
- ▶ Rebate payment is subject to review and approval by Efficiency Maine.

GENERAL NOTES:

► Dave's Heat Pumps/Dave's Appliance, Inc. is a Mitsubishi factory trained Diamond Contractor. Warranty is increased from 5 years parts, 7 years compressor to 12 years parts, 12 years compressor for residential applications only.

- ▶ Pricing includes **1 year labor warranty** to compliment manufacturers **12** years parts, **12** years compressor warranty.
- Extended labor warranty of 12 years available at additional cost.
- ► Dave's Heat Pumps (Dave's Appliance, Inc.) will register equipment for product warranty within 90 days of installation.
- ► Materials and labor are estimated. Actual values will be billed upon completion. Labor will not exceed estimate.
- ► All linesets to be leak checked with 500psi nitrogen, evacuated and vacuumed to 500 microns per specification.
- ▶ Pricing includes control wiring, bundled with line set.
- ► Outdoor power disconnect circuits is are NOT included in this quote.
- ▶ Disconnects to be installed by a licensed Master Electrician. Disconnects to be located within 4 feet of outdoor units.

Available Accessories (check box to accept):

- □ ICM517 Surge Protector/Lightning for outdoor power disconnect: \$99.
- □ ICM493 Surge Protector/Voltage Monitor for outdoor power disconnect: \$419.
- □ iWave-M air purification strip, Nu-Calgon 4900-35: \$359 per indoor unit, installed.
- □ Fresh-Aire Mini UV LED Germ Killing UV Strip: \$479 per indoor unit, installed.
- □ kumo cloud[™] WiFi controller with Smart Phone App: \$174 per indoor unit.
- MHK2 Wireless Remote Controller, Backlit and includes room temperature: \$382, installed. (Qty: 2 Included in price)
- □ PAR-CT01MAU-SB Touch MA Remote Controller, customizable: \$429, installed, per indoor unit.
- □ PAR-40MAA Wired Remote Controller Backlit and includes room temperature: \$329, installed, per indoor unit.
- □ PAC-SDW01RC-1 Simple Ductless Wired Wall Controller: \$392, installed, per indoor unit.
- PAC-YT53CRAU Simple MA Wall Controller Basic functions only: \$392, installed. (*Qty: 2 Included in price*)
- □ PAC-US444CN-1 Thermostat Interface; use with 3rd party thermostats: \$199 per unit (includes 24V transformer).
- \Box 12 year extended labor warranty: \$329 per outdoor unit / \$269 per indoor unit.

Optional Heat Pump Water Heater

□ 50 gallon Hybrid Electric Heat Pump Hot Water Heater, Bradford White Model RE2H50S10. Installation (not included in price) to be performed by specified licensed plumber and electrical contractor at additional cost. Price: \$1649 (tax exempt) - includes 10 year limited tank and parts warranty

WATER HEATER NOTES:

- ▶ Price includes \$625 for disposal of existing water heater, plumbing connections including materials, labor, and Master Plumber.
- ▶ Price includes \$325 for electrical power feed installation including materials, labor, and Master Electrician.
- PRICE INCLUDES A \$850 EFFICIENCY MAINE HEAT PUMP WATER HEATER INSTANT REBATE already applied
- Unit requires a 240V 30A circuit

Pricing Summary:Equipment & Materials:\$45,572Labor:\$20,777Total:\$66,349 (\$6,634 after Efficiency Maine rebate)

PROPOSED PAYMENT:

Owner/Buyer agrees to pay Contractor a total price of \$66,349 INCLUDING electrical, PLUS hybrid water heater.

Payment schedule will be:

- (1) Down payment of \$15,000. Down payment due with signed proposal to secure scheduling, equipment, and material order.
- (2) Second payment of \$15,000 due upon completion of rough-in.
- (3) Remaining balance due upon completion of project.

NOTE: This proposal may be withdrawn by DAVE'S HEAT PUMPS if not accepted within 30 days.

ACCEPTANCE OF PROPOSAL

You are hereby authorized to return a formal contract between **DAVE'S HEAT PUMPS** and you, Owner/Buyer, to accomplish the work described in the above proposal, for which the undersigned agrees to pay the amount stated in said proposal and according to the terms thereof.

x Michael Ketchen

| X | |
|----------------------------|------|
| OWNER/BUYER SIGNATURE | DATE |
| N . | |
| <u>X</u> | |
| X OWNER/BUYER SIGNATURE | DATE |

| HVAC BID-PROPOSAL This form complies with professional standards in effect January 1 – December 31, 2024 | | | | | | | | |
|--|--------------------------------------|-------------------|--|-------------------|---------------|-------------------------------------|---|--|
| | | РНО | DAVE'S HEAT PUMPS "Quality ServiceAlways" 62 Central Street Winthrop, ME 04364 PHONE (800) 298-8858 LOCAL (207) 377-8858 | | | DATE: Februar PROPC 021924 | DATE: February 19, 2024 PROPOSAL NO: 02192404M | |
| and | NAME Transfer Station | 1 Office, Town o | f Winthrop | | EMAIL (IF) | 4NY) vinthropmaine.org | | |
| BUYER / | PROJECT ADI | ORESS | · · · · · | CITY | STATE/ZIP | | PHONE | |
| OWNER | 1199 US Route | 1199 US Route 202 | | | ME 04364 | | 207-377-7221 | |
| | ALERNATE A | DDRESS (IF AN | /Y) | CITY | STATE/ZIP | | PHONE | |
| | 17 Highland Av | ve | | Winthrop | ME 04364 | | 207-377-7200 | |
| HVAC Pr | HVAC Project To Begin: Upon Approval | | | Estimated Proj | ect Completio | n Time: <u>3 B</u> | usiness Days | |
| Date of pl | lans: | TBD | Architect | : | D | Engineer: | TBD | |
| Work to b | be Performed at: | 119 | 9 US Route 2 | 202, Winthrop, ME | | | | |
| We hereby propose to furnish the following HVAC work: | | | | | | | | |

Install MITSUBISHI ELECTRIC Mini Split Heat Pumps as follows:

Main Office: Single Zone ducted air handler, High Efficiency Low Temp (-13ºF) H2i Hyper Heat Condenser

Install one 12K BTU ducted air handler, Mitsubishi Model PEAD-A12AA8 on the **Office** roof, ducted to supply heating and cooling to Control Room, Break Room, and bathroom through ceiling diffusers, located as specified. Common return air filter grille to be located in the common wall at existing fan location. Line set to run up to roof structure and out to exterior wall to connect to matching outdoor condenser unit, Mitsubishi Model SUZ-KA12NAHZ-U1 mounted to a wall bracket secured to the foundation at specified location. Exposed exterior line set to be concealed with brown SlimDuct. Outdoor unit to be equipped with a matching snow cap.

Price: \$12,949 (\$11,149 after Efficiency Maine rebate)

JOB NOTES:

► Price includes \$1295 allowance for indoor unit disconnect switch and outdoor electrical disconnect switch installations including GFCI service outlet, materials, labor, Master Electrician and State of Maine electrical permit.

▶ Price assumes project is EXEMPT from 5.5% State of Maine sales tax for all equipment and installation materials.

► Single zone outdoor units each require a 220V 20A circuit.

REBATE NOTES:

► Dave's Heat Pumps (Dave's Appliance, Inc.) is an Efficiency Maine Qualified Partner and registered vendor for heat pumps.

► HEAT PUMP EQUIPMENT QUALIFIES FOR A \$1800 REBATE FROM EFFICIENCY MAINE (Install price does not reflect rebate)

Total building rebate \$1,800 based on single zone unit and current FON, subject to review and pre-approval by Efficiency Maine.
 Rebates subject to pre-approval by Efficiency Maine per Prescriptive program guidelines. Equipment cannot be ordered, nor can work begin until scope of work is approved by Efficiency Maine and accepted by building owner.

Submission of rebate is completed by Dave's Heat Pumps (Dave's Appliance, Inc.) as an Efficiency Maine Qualified Partner with cooperation for **required building information** and signatures from the building owner.

► Dave's Appliance, Inc. is not responsible for changes to Efficiency Maine rebate programs or schedules.

▶ Rebate forms are processed and submitted by Dave's Heat Pumps (Dave's Appliance, Inc.) after project is complete.

▶ Rebate payment is subject to review and approval by Efficiency Maine.

GENERAL NOTES:

► Dave's Heat Pumps/Dave's Appliance, Inc. is a Mitsubishi factory trained Diamond Contractor. Warranty is increased from 5 years parts, 7 years compressor to 10 years parts, 10 years compressor for commercial applications.

- ▶ Pricing includes **1 year labor warranty** to compliment manufacturers **10** years parts, **10** years compressor warranty.
- Extended labor warranty of 10 years available at additional cost.
- Dave's Heat Pumps (Dave's Appliance, Inc.) will register equipment for product warranty within 90 days of installation.
- ► Materials and labor are estimated. Actual values will be billed upon completion. Labor will not exceed estimate.
- ► All linesets to be leak checked with 500psi nitrogen, evacuated and vacuumed to 500 microns per specification.
- ▶ Pricing includes control wiring, bundled with line set.
- ► Outdoor power disconnect circuit **is included** in this quote.
- ► Disconnect to be installed by a licensed Master Electrician. Disconnect to be located within 4 feet of outdoor units.

Available Accessories (check box to accept):

- □ ICM517 Surge Protector/Lightning for outdoor power disconnect: \$99.
- □ ICM493 Surge Protector/Voltage Monitor for outdoor power disconnect: \$419.
- □ iWave-M air purification strip, Nu-Calgon 4900-35: \$359 per indoor unit, installed.
- □ Fresh-Aire Mini UV LED Germ Killing UV Strip: \$479 per indoor unit, installed.
- □ kumo cloud[™] WiFi controller with Smart Phone App: \$174 per indoor unit.
- □ MHK2 Wireless Remote Controller, Backlit and includes room temperature: \$382, installed, per indoor unit.
- □ PAR-CT01MAU-SB Touch MA Remote Controller, customizable: \$429, installed, per indoor unit.
- PAR-40MAA Wired Remote Controller Backlit and includes room temperature: \$329, installed. (Included in price)
- □ PAC-SDW01RC-1 Simple Ductless Wired Wall Controller: \$392, installed, per indoor unit.
- □ PAC-YT53CRAU Simple MA Wall Controller Basic functions only: \$392, installed, per indoor unit.
- □ PAC-US444CN-1 Thermostat Interface; use with 3rd party thermostats: \$199 per unit (includes 24V transformer).
- □ 12 year extended labor warranty: \$329 per outdoor unit / \$269 per indoor unit.

| Pricing Summary: | |
|------------------------|-----------------|
| Equipment & Materials: | \$ 8,960 |
| Labor: | <u>\$ 3,989</u> |
| Total: | \$12,949 |

PROPOSED PAYMENT: Owner/Buyer agrees to pay Contractor a total price of \$13,579 INCLUDING electrical.

Payment schedule will be:

- (1) Down payment of **\$6500.** Down payment due with signed proposal to secure scheduling, equipment, and material order.
- (2) Remaining balance due upon completion of project.

NOTE: This proposal may be withdrawn by DAVE'S HEAT PUMPS if not accepted within 30 days.

ACCEPTANCE OF PROPOSAL

You are hereby authorized to return a formal contract between **DAVE'S HEAT PUMPS** and you, Owner/Buyer, to accomplish the work described in the above proposal, for which the undersigned agrees to pay the amount stated in said proposal and according to the terms thereof.

~

* Michael Ketchen

| <u>X</u> | |
|-----------------------|------|
| OWNER/BUYER SIGNATURE | DATE |
| х | |
| OWNER/BUYER SIGNATURE | DATE |