CONTRACT AWARD

SUBJECT: Electric Vehicle Service Tools and Equipment

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase of tools and equipment used to service and repair electric vehicles. Items include (12) insulated tools sets, (6) general hand tool kits, (10) insulation multimeters, (20) industrial digital multimeters, and (50) electrical test leads.

BEPD seeks to upgrade the equipment used in the Automotive Technology programs to stay current with industry trends and to better train and prepare students for jobs in the automotive service industry. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

W. W. Grainger based its pricing on a NASPO (National Association of State Procurement Officials) group purchasing contract that the State of Michigan DTMB includes in their MiDEAL program. The NASPO contract meets federal grant guidelines and College belongs to both NASPO and MiDEAL.

RECOMMENDATION:

The College administration recommends a contract award totaling \$43,695.26 to W. W. Grainger, Inc. for Electric Vehicle Service Tools and Equipment as requested by the School of Business, Entrepreneurship, and Professional Development in accordance with Grainer Quote #205336381 dated February 10, 2023.

Mm S. Sathanski hn S. Satkowski, JD

Vice President of Financial Services

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Russell A. Kavalhuna. President

CONTRACT AWARD

SUBJECT: Festo Didactic Training Systems – TP501 and TP601

The faculty of the Workforce and Professional Development Division requests a contract for the purchase of (4) Festo Didactic TP501 Hydraulic Training Systems, (4) Festo Didactic TP601 Electrohydraulic Training Systems, (4) Hydraulic Power Packs and associated components, courseware, workbooks, and curriculum certification training in fluid power and hydraulics. This equipment and instructional materials will be used in the Henry Ford College Early/Middle College Trade School Program.

To better prepare students for success in the skilled trades workforce, deliver state of the art training to businesses, and expand its skilled trades curriculum, faculty selected this equipment to train students in hydraulic control technology and the basic physical principles of hydraulics, electrohydraulics, and electrical engineering. The trainers include object and project-oriented courseware.

The cost for the trainers, associated tooling and parts, curriculum, instructor training, shipping, and installation totals \$181,542.00. A workforce development grant from the Ralph C. Wilson Foundation provides 100% of the funds for this purchase.

Festo Didactic SE is the sole manufacturer of these systems and has designated Advanced Technologies Consultants, Inc. as the sole authorized dealer for Festo products in the state of Michigan. The College requests a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Advanced Technologies Consultants, Inc. for \$181,542.00 for the Festo Didactic Training Systems as requested by the Workforce and Professional Development Division in accordance with Advanced Technologies Consultants Quote dated January 26, 2023.

Am S. Satkonski øhn S. Satkowski, JD Vice President of Financial Services

Russell A. Kavalluna, JD President

CONTRACT AWARD

SUBJECT: Festo Didactic Training Systems – TP101 Components

The faculty of the Workforce and Professional Development Division requests a contract for the purchase of additional components for use with (4) existing Festo Didactic TP101 Pneumatic Training Systems used in the Henry Ford College Early/Middle College Trade School Program.

The College purchased the existing TP101 systems in August 2021. These trainers provide students with a basic introduction to hydraulic and pneumatic systems commonly used in power units, distribution equipment, and air conditioning systems. The components requested now will upgrade the existing trainers with additional pneumatic control switches, valves, and timers to allow more classroom exercises to reach more students without the added expense of purchasing entirely new trainers.

The cost for these additional components and shipping totals \$29,582.00. A workforce development grant from the Ralph C. Wilson Foundation provides 100% of the funds for this purchase.

Festo Didactic SE is the sole manufacturer of these systems and has designated Advanced Technologies Consultants, Inc. as the sole authorized dealer for Festo products in the state of Michigan. The College requests a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Advanced Technologies Consultants, Inc. for \$29,582.00 for the Festo Didactic TP101Training System components as requested by the Workforce and Professional Development Division in accordance with Advanced Technologies Consultants Quote dated January 26, 2023.

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John S. Satkowski, JD Vice President of Financial Services

Russell A. Kavalhuna, JD President

CONTRACT AWARD

SUBJECT: Keyence 3D Scanner Coordinate Measuring Machine

The faculty of the Workforce and Professional Development Division requests a contract for the purchase of (1) three-dimensional coordinate measurement machine (CMM) and associated components and software. The requested Keyence Manufacturing Model VL-570 Scanner with VL-550 Stage can measure the dimensions, geometry, shape, and accuracy of objects by sensing millions of points on the object's surface and recording the coordinates of those points in a computer with specially designed software. This CMM provides non-contact, high-accuracy, 360-degree, 3D profile measurements. The scans can be compared against CAD data to detect deviations from engineering and design values, guick determination of good versus bad parts, and wear analysis before and after use of a product. This equipment will be used in the Henry Ford College Early/Middle College Trade School in the Computer Automated Design (CAD) program.

The cost for the 3D Scanner, Stage, and shipping totals \$69,965.00. A workforce development grant from the Ralph C. Wilson Foundation provides 100% of the funds for this purchase.

Keyence Corporation of America is the sole manufacturer and distributor of this equipment in the United States. The College requests a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Keyence Corporation of America for \$69,965.00 for the purchase of one (1) Keyence Model VL-570 3D Scanner Coordinate Measuring Machine with VL-550 Stage as requested by the Workforce and Professional Development Division in accordance with Keyence Quote 12603507 dated December 15, 2022.

Vm S. Sathanski hn S. Satkowski, JD

Vice President of Financial Services

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Russell A. Kavalhuna. President

CONTRACT AWARD

SUBJECT: Hampden Ice Machine Demonstrators

The faculty of the Workforce and Professional Development Division requests a contract for the purchase of (4) Hampden Engineering Ice Machine Demonstrators, Model H-IMD-1A. The requested model consists of three sections: the ice cube machine, bin, and the control panel with six electrical and four mechanical programmable faults. This functional ice cube machine incorporates the educational modifications in the control panel including electrical and refrigeration schematics, freeze cycle LED's and harvest cycle LED's, designed to assist the instructor in the operation and maintenance of the ice cube machine. This equipment will be used in the Henry Ford College Early/Middle College Trade School.

The cost for the Ice Machine Demonstrators and shipping totals \$106,264.00. A workforce development grant from the Ralph C. Wilson Foundation provides 100% of the funds for this purchase.

Hampden Engineering Corporation is the sole manufacturer and distributor of this equipment in the United States. The College requests a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Hampden Engineering Corporation for \$106,264.00 for the purchase of four (4) Hampden Engineering Ice Machine Demonstrators, Model H-IMD-1A as requested by the Workforce and Professional Development Division in accordance with Hampden Quote 23-0002 Rev. 1 dated January 26, 2023.

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/ice President of Financial Services

Russell A. Kavalhuna, JD President

CONTRACT AWARD

SUBJECT: Hampden Intermediate Electricity Trainers

The faculty of the Workforce and Professional Development Division requests a contract for the purchase of (6) Hampden Engineering Intermediate Electricity Trainers, Model HEE-11A-FT-1C. The requested model provides students with the opportunity of wiring actual heating and cooling control components into realistic electrical circuits. In addition, the instructor may insert up to 15 faults to provide students with troubleshooting experience. This equipment will be used in the Henry Ford College Early/Middle College Trade School.

The cost for the Intermediate Electricity Trainers and shipping totals \$58,554.00. A workforce development grant from the Ralph C. Wilson Foundation provides 100% of the funds for this purchase.

Hampden Engineering Corporation is the sole manufacturer and distributor of this equipment in the United States. The College requests a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Hampden Engineering Corporation for \$58,554.00 -for the purchase of six (6) Hampden Engineering Intermediate Electricity Trainers, Model HEE-11A-FT-1C as requested by the Workforce and Professional Development Division in accordance with Hampden Quote 23-005 Rev. 1 dated January 26, 2023.

Vm S. Sathanski hn S. Satkowski, JD

Vice President of Financial Services

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Russell A. Kavalhuna. President

CONTRACT AWARD

SUBJECT: Furniture for Building E Renovation and Addition

The Director of Facility Services requests a contract for the purchase and installation of furniture required for the Entrepreneur and Innovation Institute/Technology Building Renovation and Addition project, in accordance with the specifications and plans developed by the project architect, SSOE, in collaboration with the administrators and lead faculty of the new and renovated spaces.

Major furniture manufacturers specified in the plans include Steelcase, Smith Systems, Kimball International, and several others. The design provides for seating, desks, tables, storage units, markerboards, and privacy screens in a variety of styles, sizes colors, and configurations to suit the particular needs and purpose of the space. Layouts were designed with end-user input for classrooms, private offices, lounge areas and collaboration spaces. Approximately 160 desks and tables, 400 chairs, and dozens of storage units and markerboards are in the plan. The cost for all furniture, freight, and installation totals \$376,737.72.

Products from Steelcase Furniture and its affiliated companies comprise the majority of the purchase. Steelcase products are used throughout the campus due to their quality, reliability, warranty, and long-term value. Steelcase offers the College exclusive educational discounts through a national contract with the Educational & Institutional Cooperative Service. Steelcase designated NBS Commercial Interiors as its exclusive dealer in eastern Michigan to service the College's account. Pricing for most other products come from manufacturers awarded publicly bid, national cooperative contracts issued by OMNIA Partners. The College requests Board approval for a sole source award to NBS Commercial Interiors.

RECOMMENDATION:

The College administration recommends a contract award to NBS Commercial Interiors for a total of \$376,737.72 for the purchase and installation of office furniture for the Entrepreneur and Innovation Institute/Technology Building Renovation and Addition project, as requested by Facility Services, in accordance with Quotes #359101 and #359105 dated February 9,2023.

Jahn S. Satkowski, JD Vice President of Financial Services

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Russell A. Kavalhuna, JD President

CONTRACT AWARD

SUBJECT: Ellucian CRM Advise and VirtualAdvisor Software Licenses

The Vice President of Strategy and Human Resources requests a contract for the purchase of Ellucian CRM Advise and Virtual Advisor Software Licenses including associated support and implementation services. Ellucian CRM Advise is Customer Relationship Management (CRM) software that can help guide and advise students from orientation to commencement. Intended for Academic Affairs and Student Services departments, CRM Advise helps the College identify at-risk students in need of support (or engage students who have self-identified a need), reach out promptly, pinpoint areas of concern, and coordinate care across departments to help get them back on track. The software offers automatic early alerts and dynamic "nudge" functionality to extend the right resources at the right time. It provides clear, role-based dashboards, mobile access, and a unified view of real-time performance tracking so that advisors can understand larger trends while offering individualized, timely interventions that support the whole student.

VirtualAdvisor works in conjunction with CRM Advise software to provide artificial intelligence driven support. It functions as a virtual assistant for student communications, combining AI-driven analysis with student date to personalize support. VirtualAdvisor can provide 24/7 student support, help drive completion of financial aid and enrollment requirements, automate text, and email outreach, and adapt to student needs in real-time. VirtualAdvisor and CRM Advise complement each other and integrate seamlessly with the College's Colleague software system.

The table below shows the costs for the two software subscriptions and implementation.

Year 1 – CRM Advise (3/1/23 – 6/30/23)	\$25.717.00
Year 2 – CRM Advise	\$77,150.00
Year 3 – CRM Advise	\$79,465.00
Year 4 – CRM Advise	\$81,848.00
Year 5 – CRM Advise	\$84,304.00
Implementation Services – CRM Advise	\$77,952.00
Year 1 – VirtualAdvisor (3/1/23 – 2/29/24)	\$37,839.00
Year 2 – VirtualAdvisor (3/1/24 – 2/28/25)	\$40,109.00
Year 3 – VirtualAdvisor (3/1/25 – 2/28/26)	\$42,516.00
Year 4 – VirtualAdvisor (3/1/26 – 2/28/27)	\$45,066.00
Year 5 – VirtualAdvisor (3/1/27 – 2/29/28)	\$47,770.00
Grand Total for Implementation and All Licenses for 5 Years	\$614,019.00

RECOMMENDATION:

The College administration recommends a contract award to Ellucian, Inc. for a grand total of \$614,019.00 for 5-year software subscriptions to Ellucian CRM Advise and to Ellucian Virtual Advisor and associated implementation services as requested by the Strategy and Human Resources division, in accordance with the Ellucian quotes for CRM Advise dated January 24, 2023, and for VirtualAdvisor dated January 18, 2023.

Am S. Satkonski Jøhn S. Satkowski, JD Vice President of Financial Services

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Russell A. Kavalhuna, JD President

CONTRACT AWARD

SUBJECT: Fire Alarm System for Building H

The Director of Facility Services requests a contract for the labor, materials, equipment, and services necessary to replace the fire alarm system in Building H (Athletic Memorial Building). The existing fire alarm system is original to the building and past end of useful life. It goes into false alarm almost daily and repairs parts are scarce. The system is overdue for replacement because of delays related to the Covid-19 pandemic. Materials and labor to install the new fire alarm system are now available.

Starting with the fire alarm system installed in Building I (Child Development Center) that the Board approved in August 2018, the College began transitioning its fire protection systems to those produced and supported by SimplexGrinnel. SimplexGrinnel is part of Johnson Controls Fire Protection LP, which is a division of Johnson Controls, Inc. As such, these fire alarm systems integrate seamlessly with the Johnson Controls Metasys building control system used throughout the campus. This integrated solution helps reduce risk in case of fire - the Metasys system can automatically detect smoke in air ducts, send an alarm, and change airflow to prevent smoke from spreading through the building. The College requests Board approval for a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Johnson Controls Fire Protection LP for \$103,415.00 for the purchase and installation of a Fire Alarm System in Building H, in accordance with Proposal #650361508 dated February 6, 2023.

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/ice President of Financial Services

Russell A. Kavalhuna, JD President

CONTRACT AWARD

SUBJECT: Professional Implementation Services for Virtual Desktop Infrastructure

The Director of Network and IT Infrastructure requests a contract for the professional services required to implement a new Virtual Desktop Infrastructure (VDI) environment. In March 2022, the Board approved a contract to Sentinel Technologies for the purchase of the hardware and software needed for a Cisco VDI. A VDI allows the College to move traditional desktop workloads to centralized, secured servers while providing employees, students, and other authorized users access to specific applications, files, and services. A VDI helps protect the College's sensitive data and applications and makes updating software and applications faster and easier. For endusers, the VDI allows access from anywhere to needed applications from almost any device – desktops on or off campus, laptops, tablets, MacBooks, Chromebooks, etc.

The College also intends to use the new VDI environment to extend the capabilities of the current desktop environment found in CAD and other graphics intensive application classes and two Linux computer labs. Up to two hundred graphics intensive computers can be run from the VDI system, and another two hundred Windows workstations. These workstations can be accessed through any compatible browser. The platform currently has enough power to support up to one thousand Windows workstations through the purchase of additional licenses and adding additional workstation capacity is as simple as inserting another server into the system. The project includes the installation of a new eight (8) node Cisco HyperFlex enterprise-grade application platform, and the configuration of the workstations to be deployed. The system will be used by both students and employees. It will extend the ability to provide remote classes and remote workstations, as well as giving on campus students additional highend workstations to access. It will make the college network safer by providing an isolated working environment for those employees who need remote desktop access. Sentinel Technologies will design, build, and deploy this environment based on current industry best practices.

Sentinel Technologies is the original supplier of the hardware and software for the Virtual Desktop Infrastructure and is a Cisco Master Security partner, as well as a Cisco Star Service Partner. The College has worked with Sentinel since 2009 to build and maintain its IT network infrastructure. Throughout this relationship, Sentinel's technical team has provided exceptional service. The College requests Board approval for a sole source award.

The cost for all Professional Services required to implement the Cisco Virtual Desktop Infrastructure environment totals \$46,530.00. The Designated Fund's Technology Fee #3 provides 100% of the funds for this purchase.

RECOMMENDATION:

The College administration recommends a contract award totaling \$46,530.00 to Sentinel Technologies, Inc. for the Professional Services required to implement the Cisco Virtual Desktop Infrastructure environment as requested by the Information Technology Services Department.

John S. Sathanski John S. Satkowski, JD

John S. Satkowski, JD Vice President of Financial Services

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Russell A. Kavalhuna, JD President

CONTRACT AWARD

SUBJECT: Fire Alarm System for Building F Elevator

The Director of Facility Services requests a contract for the labor, materials, equipment, and services necessary to replace the fire alarm system for the elevator in Building F (Fine Arts Building). The College issued a contract to Otis Elevator Company for the repair and modernization the passenger/freight elevator in the building, which the Board approved in January 2023. Otis has ordered the equipment and parts needed for the project. The modernization project also requires upgrades to the elevator's electrical service and fire alarm system in order to correct existing problems, support the more advanced features of the new elevator, and meet current electrical and fire codes.

The fire alarm system for the existing elevator in Building F is old and past end of useful life. It must be replaced and upgraded with the elevator modernization project. The new system includes the addition of a heat detector for the elevator shaft and two (2) new tamper switches for sprinkler system in the elevator pit.

Starting with the fire alarm system installed in Building I (Child Development Center) that the Board approved in August 2018, the College began transitioning its fire protection systems to those produced and supported by SimplexGrinnel. SimplexGrinnel is part of Johnson Controls Fire Protection LP, which is a division of Johnson Controls, Inc. As such, these fire alarm systems integrate seamlessly with the Johnson Controls Metasys building control system used throughout the campus. This integrated solution helps reduce risk in case of fire - the Metasys system can automatically detect smoke in air ducts, send an alarm, and change airflow to prevent smoke from spreading through the building. The College requests Board approval for a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to Johnson Controls Fire Protection LP for \$31,185.00 for the purchase and installation of a Fire Alarm System in the elevator in Building F, in accordance with Proposal #650358601 dated February 2, 2023.

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ice President of Financial Services

Russell A. Kavalluna Russell A. Kavalluna, JD

President

CONTRACT AWARD

SUBJECT: Building F Elevator Modernization Project – Electrical Service Upgrade Request for Quotation #22458

The Director of Facility Services requests a contract for the labor, materials, equipment, and services necessary to upgrade the electrical service that supplies the elevator in Building F (Fine Arts). The College issued a contract to Otis Elevator Company for the repair and modernization the passenger/freight elevator in the building, which the Board approved in January 2023. Otis has ordered the equipment and parts needed for the project. The modernization project also requires upgrades to the elevator's electrical service and fire alarm system in order to correct existing problems, support the more advanced features of the new elevator, and meet current electrical and fire codes.

The new elevator requires the following electrical service upgrades: 1) new 3-phase 480-volt power, additional 120-volt circuits, and heavy-duty disconnects for the elevator mechanical room and pit; 2) new light fixtures, ground fault circuit interrupters, and sump receptacle on separate circuits in the elevator mechanical room and pit; 3) new 208-volt power to condenser and split unit for air conditioner required in the elevator mechanical room; and 4) conduits, wiring, and install boxes for fire alarm devices.

To expedite this work in order to meet elevator installation timelines and address safety concerns, the College requested expedited quotes under RFQ #22458 from three well qualified electrical contractors with recent experience on campus. The responses appear below:

Bidder	Total
R. Simon Electric	\$49,750.00
Hatzel and Beuhler Electrical	No Bid (too busy)
Spence Brothers	No Bid (too busy)

RECOMMENDATION:

The College administration recommends a contract award totaling \$49,750.00 to R. Simon Electric for the Building F Elevator – Electrical Service Upgrade project as requested by the Facility Services, in accordance with R. Simon Electric Proposal #23-25 dated February 1, 2023.

<u>Jhm S. Satkonski</u> John S. Satkowski, JD Vice President of Financial Services

<u>Jurell a. Kavalluna</u> Russell A. Kavalhuna, JD

President

CONTRACT CHANGE ORDER

SUBJECT: Ford Electric Vehicles – Change Order #1 Sealed Bid #22224-A

At its meeting on November 21, 2022, the Board approved a contract award to Feldman Ford of Detroit for \$145,256.00 for the purchase of one (1) 2022 Ford F-150 Lightning at \$74,051.00 and one (1) 2022 Ford Mustang Mach-E GT at \$71,205.00, as requested by the School of Business, Entrepreneurship, and Professional Development (BEPD). The College issued PO #21393 on November 22, 2022. A Federal Vocational Education Equipment Grant (Perkins) provides 100% of the funds for this purchase.

The Purchasing Director has checked with contacts at the dealership frequently since the order was issued to confirm the delivery status of the two vehicles. The College must receive the vehicles no later than June 30, 2023 in order for the Perkins Grant to provide funding. To date, the dealership has provided no indication that any vehicles already manufactured are available – anything already ordered has been allocated to other customers. The dealership also states that they are now waiting to place factory orders for 2024 models but do not know when those order banks will open. Based on information Purchasing obtained from Ford Fleet operations, it appears that the lead time between first order date and first production date for both of these models could be 4 -6 months. It appears highly unlikely that Feldman Ford will deliver either vehicle before the funding cutoff on June 30.

The Purchasing Director contacted other Ford dealerships in southeast Michigan about the availability of the F-150 Lightning and Mustang Mach-E models and received one positive response from LaFontaine Ford. After several phone calls and emails, LaFontaine Ford will hold the following low-mileage, used vehicles for the College until February 24, 2023:

- 2022 Ford F-150 Lightning Lariat, \$78,000.00, Certified Pre-Owned, with 2,301 miles
- 2022 Ford Mustang Mach-E GT AWD, \$62,500.00, Dealership Courtesy Car, with 5,100 miles

Both of these vehicles meet or exceed the original bid specifications and are approved by the Automotive Technology program, the Vice President of Academic Affairs, and the Perkins Grant Coordinator. New vehicles on dealership lots are selling at a premium (a new F-150 Lightning that was available for one day sold at \$15,000 over list price). Used models that are less than one or two years old with low mileage and equipped in accordance with the College's specifications are in limited supply and sell quickly. If HFC purchases the above vehicles, the academic program will get the models that match their original specifications as early as the week of February 20 at a cost savings of \$4,756 compared to the original bid results.

RECOMMENDATION:

The College administration recommends the approval of Change Order #1 to change the supplier on PO # P0021393 from Feldman Ford LLC to LaFontaine Ford; to accept the substitution of low mileage, used 2022 model year vehicles; and to reduce the total cost of the order from \$145,256.00 to \$140,500.00.

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John S. Satkowski, JD Vice President of Financial Services

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Russell A. Kavalhuna, JD President

CONTRACT CHANGE ORDER

SUBJECT: Electric Vehicle Charging Station – Change Order #1 Sealed Bid #22223

At a meeting on November 21, 2022, the Board approved a contract award for \$156,200.00 to Hatzel and Buehler Electrical Construction, Inc. to provide and install one (1) Electric Vehicle Fast Charging Station, as requested by the School of Business, Entrepreneurship, and Professional Development (BEPD), in accordance with the specifications of Sealed Bid #22223. The College issued PO #B0008967 on November 22, 2022. A Federal Vocational Education Equipment Grant (Perkins) provides 100% of the funds for this purchase.

The Automotive Technology program intended to add two (2) fast charging stations rated at 180 kW, as reflected in the grant request and original bid specification. Due to higher than expected costs in the submitted bids, the award was reduced to one (1) fast charging station. The project is underway and progressing well. In the course of performing the work, Hatzel & Buehler worked with manufacturer of the vehicle charger and was able to obtain a quote to increase the electrical output of the Fast Charger from 180 kW to 240 kW and add a Level 2 charger to the system (a Level 2 charger typically has an output range of 3.84 kW to 12 kW and is typically used in homes). This would provide the Automotive Technology program with the means to charge two electric vehicles at the same time and have one charger that operates at the highest kW rating currently available. The quote for this upgrade and addition totals \$31,000. The BEPD faculty and administrators and the Perkins Grant Coordinator support this change. With the approval of Change Order #1, the revised cost of the project will total \$187,200.00

RECOMMENDATION:

The College administration recommends the approval of Change Order #1 to add \$31,000.00 to PO #B0008967 issued to Hatzel and Buehler Electrical Construction, Inc. to upgrade an Autel Max Charger DC Fast electric vehicle charging station from 180 kW to 240 kW and to add a Level 2 EV Charger to the project, in accordance with Hatzel & Buehler Proposal dated February 14, 2023.

John S. Satkowski, JD Ice Provident ce President of Financial Services

Russell A. Kavalluna, JD

President