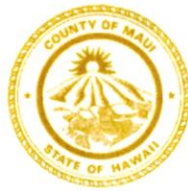


RICHARD T. BISSEN, JR.
Mayor

JOSIAH NISHITA
Managing Director

CYNTHIA LALLO
Chief of Staff



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COUNTY OF MAUI
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September 3, 2025

Honorable Richard T. Bissen, Jr.
Mayor, County of Maui
200 South High Street
Wailuku, HI 96793

For Transmittal to:

Honorable Yuki Lei K. Sugimura, Chair
BFED Committee
200 South High Street
Wailuku, HI 96793

Dear Chair Sugimura and BFED Committee;

SUBJECT: JOHNSON CONTROLS, INC. ENERGY PERFORMANCE CONTRACT.
(BFED-20(16))

In response to your inquiry dated August 20th, 2025, please see response below:

1. Please confirm whether Johnson Controls, Inc. provided two Tesla and two Ford Lightning vehicles to the County under the contract.

Yes, confirmed. Delivery dates are as follows:

- Ford Lighting (1): December 2022
- Ford Lighting (2): April 2023
- Tesla (1&2): December 2023

- a. If so, what was the total cost of those vehicles to the County?

\$313,220.36

The vehicles were paid for out of the ESPC, via energy savings. The State ESPC law was amended a couple years ago to include EV's. The EV's were included in the original RFP and is described in this snapshot below from the contract.

APPROVED FOR TRANSMITTAL

A handwritten signature in black ink, appearing to read "Richard T. Bissen, Jr.", is written over a green horizontal line. Below the line, the word "Mayor" is printed in green. To the right of the signature, the date "9-3-25" is handwritten in black ink, and the word "Date" is printed in green below it.

This FIM entails the installation of a new EV charging station at the County's government offices at the Kalana O Maui Building, and the furnishing of one or more Electric Vehicles. The proposed electric vehicles will be furnished by Johnson Controls to the County of Maui as part of the installation cost of this ESPC project. The County will be the title owner of this vehicle, since it is being procured through the TELP financing of this Phase 1 project.

Scope of Work

There is an allowance of \$248,000 towards EV Charging Stations and Electric Vehicle(s). The allowance is cost only, with no mark-up or overhead included. Customer will select equipment based on best interests of the County. JCI is providing this FIM to demonstrate the potential for additional electric vehicles and electric vehicle charging infrastructure, as described in FIM 15 below under "Facility Improvement Measures Under Evaluation" Section.

2. How will the provision of these vehicles be reflected in the calculation of contract savings or credits for the County, or in any audits conducted?

Energy savings associated with these vehicles were not used as part of the total energy savings calculations per RFP #21-22/ESPC (Attachment F) and the ESPC Contract #C7619. The cost of the vehicles is absorbed within the broader performance contract structure and supported by savings from other FIMs.

Sincerely,

A handwritten signature in black ink, appearing to read 'Cyn D Lallo', written over the word 'Sincerely,'.

Cynthia D. Lallo
Chief of Staff

BFED Committee

From: Michelle L. Santos <Michelle.Santos@co.maui.hi.us>
Sent: Wednesday, September 3, 2025 3:50 PM
To: BFED Committee
Cc: Cynthia D. Lallo; Emily E. Bartow; Cynthia E. Sasada; Didi A. Hamai; Erin A. Wade; Josiah K. Nishita; Kelii P. Nahooikaika
Subject: MT#11206 Johnson Controls, Inc. Energy Performance Contract
Attachments: MT#11206-BFED Committee.pdf