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Fairfax County School Board Comprehensive Planning and Development Committee Meeting, Monday, November 16, 2026

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Place	Fairfax County School Board, Virginia
Length	2h 1m (video)

- Official meeting video (YouTube): https://www.youtube.com/watch?v=9k8cu2i9ABU
- Official School Board page (FCPS): https://www.fcps.edu/about-fcps/leadership/school-board

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Speech-to-text: whisper.cpp, model large-v3-turbo. Produced 2026-11-17. Each paragraph starts with its time [HH:MM:SS] in the meeting video.

[00:04:05] this November 16th 2026 are you ready to record this November 16th 2026 regular meeting of the Fairfax County School Board comprehensive planning and development committee will now come to order at 5:34 p.m. we will now we have do

[00:04:34] we have a quorum to approve the minutes Melanie Melanie's on our way okay so even

[00:05:01] with three school board members and two system members we can't approve six out of how sorry there's eight total ten members to miss McDaniel ever respond so we will skip the minutes for now mr. David Galante for item 103 butterfly

[00:05:39] and energy as a service provider mr. Galante can you please proceed with your presentation do you mind turning on your microphone for recording and people being on can you hear me yes okay great figure since we have such few number of people we can make it very interactive if anybody has any questions along the way just stop me just remember we're projecting out oh okay because we record on YouTube okay for like public all right would it be better to wait till the end to answer questions how would you like to do it might be better to go through the presentation okay I'll just happy to do that okay do you mind do the

[00:06:19] full screen for the yeah all right all right so quickly I'll touch on who is butterfly you know our solution our business model and next steps on how we analyze locations and then we can talk about questions at the end like we said so butterfly we are an energy as a services company so what that means is we basically help out businesses to become more energy efficient and we do that through investing various equipment in your

[00:06:55] facilities so we've been going very rapidly we've been around almost 10 years we have you know a large customer base over 9 000 locations actually approaching 10 000 now in all 50 states in Canada and about 300 million in recurring revenue, 500 plus employees and also we are a buyer of technology but also a developer so we have 36 patents. I think this number is actually closer to 40 now and we're backed by about 1.2 billion dollars. About 500 million of that is from private equity and the rest is from Wall Street banks and the whole goal here is to

[00:07:34] drive down energy usage which makes our business model work as well as even water sewer so there's a snapshot of a few of our current customers so the reason we're business today is because buildings waste about 40 of the energy they consume and it really comes down to inefficient equipment so older hvac units there's a lot of facilities out there still with fluorescent lights walk-in coolers and roof freezers there's a whole host of technology out there a lot of people they kind of pick the low-hanging fruit maybe led lights and then they never touch the biggest consumers of energy which are things like the HVAC units.

[00:08:12] They tend to band-aid them and just kind of keep them running. When we go ahead and replace HVAC, we can squeeze out at least 30 to 40 percent of the energy usage on a high efficient unit because we do install the most of energy efficient equipment out there. Our solution number one is capital preservation so we do bring the capital to the table to actually invest in your locations if they qualify. And we also do the installation of equipment, or we can even team up with your existing contractors to do those installations as well as the maintenance. Kilot hour reduction, that's the whole goal here, is to drive down the energy usage to make the business model work. And

[00:08:50] I'm going to go into great detail and explain it. You know, one thing that I will tell you that anytime I'm talking to people about our program is they think this is too good to be true. It's just economics. And then, like I mentioned, ongoing maintenance. It is important for us to maintain the equipment because when you install high efficient equipment if it's not properly maintained the efficiency will fall off and that's the only way we make our money back so it is very important that the efficiency stays going well the entire time the other thing too is that you know this is we are monetizing the the wasted energy and it is a long-term contract I mean it does take us time to recoup our capital typically when we install brand new HVAC

[00:09:28] units it takes about six or seven years to break even for that reason our contract is a 10-year term and then also simpler billing so one of the aspects of our program and again I'll get into more detail about this but we actually place your electric bill and even water sewer bill in our name we pay those bills and we generate a new bill based off of your historical energy usage or gallons consumed of water and that comes from us and it shows how much we produced you know each monthly bill that you get it'll show the reductions but really if you think about it what will happen is butterfly we're figuring out your kilowatt hour usage today we use again a couple year look back so think of it like a bell curve

[00:10:06] because that's typically what it looks like with a more usage in the summer months we go ahead and place the bill in our name and as we install this new equipment we're driving down the energy usage to the amount that we pay to the utilities down here while you still pay what you've been paying historically it creates a savings gap and that savings gap is what funds all of our capital upgrades electric rates are pass through so just like you see today with your rates if they go up your bill's going to go up, same thing happens with Butterfly, or down, if that happens.

[00:10:34] We have an expected 25% increase in our electric bill next year from Dominion Energy. This would resolve that in some sense and provide some rate stability over to... I can't guarantee that. We don't control the rates.

[00:10:50] If it is, I mean, Virginia is deregulated, so we can try to procure the energy at a lower rate. You know, one of the things we do to help our customers is we pool them together. So when we go out to bid, we have a larger supply, and we can bid the contracts down lower, and you do benefit there.

[00:11:07] But you're going to still see probably close to 25% increase. We can't stop that. So how the butterfly model works. Okay, first, any time we go ahead and look at a set of locations, we need to get a little bit of data from you.

[00:11:23] So some utility bills. Normally we ask for like a summer and a winter bill. HVAC equipment list, that's really helpful because it tells us the tonnage of the HVAC unit as well as the age. We do replace units that are 10 years and older with brand new equipment. Sometimes it will dip down to even 9 and 8.

[00:11:38] If you have a whole bunch of 15-year-old units and a 9-year-old unit will just replace everything. To evaluate it, we first look at your electric spend. We look at the capital investment we need to make and how much energy efficiency we can save.

[00:11:56] Those are the three big variables that we evaluate to determine how well the deal will pencil out economically. Once I have the data and our engineers crunch the numbers, or chances are for your facilities, we probably would have an engineer visit the facilities to walk them and figure out anything, information they needed.

[00:12:14] We generate that customized proposal. I'll walk you through that. And then after you go through all your approval process internally, if you want to sign up, you sign up with Butterfly's business model. And then we begin the process of placing your electric bills in our name.

[00:12:31] We figure out that energy baseline using a little bit deeper dive. in a couple years' worth of the energy bills to figure out how many kilowatt hours you consume in January, February, March, all 12 months. We do normalize it, too. Right now, when you get an energy bill, you're getting a bill that typically is over two months, maybe a little bit over one month and then the other month that's adjacent to it.

[00:12:51] With Butterfly's program, because we're effectively synthetically creating your utility bill, we lump all the days in every single month. So you get a bill for January, and you have all days in that month, and the same thing for February. So you do have some budget certainty year over year with a fixed kilowatt hour consumption.

[00:13:09] But again, the electric rates, they can go up or down. And then we also, after we've done that process, we do move to a Ford building model. So right now when you get your, for instance, your, say, December bill, you're actually paying for November.

[00:13:25] You're paying it in arrears. With Butterfly's model, you pay that last utility bill, which is effectively, say, December bill is going to be November. And then what happens is you pay the butterfly bill in the beginning of December, which pays forward all the days in December. So now you're caught up. So when you get your January bill, you're going to pay the January bill.

[00:13:43] Typically it comes out the 5th of the month. You're going to pay all the days in January and then go forward that way. And we also set up ACH to go ahead and pay the actual utilities directly. We've never had a problem where the actual utility didn't get paid on time and there's never been like a shutoff or anything.

[00:14:01] And then we start the process of installing equipment. Things like LED lights, they will go in sooner. HVAC equipment, there tends to be about a seven to nine month lead time in order to get that equipment installed, just because it's a pretty involved process with doing a site survey, specking out the equipment, ordering the equipment, and then actually manufacturing the equipment.

[00:14:23] All of our equipment, especially on the HVAC side, is made to order because the high efficient HVAC units are difficult to procure any other way. Most distributors don't procure them because contractors don't buy them because most states and municipalities require just kind of like a code minimum, whatever set, and that's what everybody buys.

[00:14:43] We're going out to buy the most energy efficient equipment because that's what works for our business model. This is just a quick snapshot of some of the technologies that we do install today. Of course, HVAC, LED lighting, water solutions.

[00:14:59] And just so you know, when I mention water, people are always like, OK, how are you saving on water? It turns out when water flows through a water meter, there's some trapped air bubbles. The meter cannot distinguish between the air and the water, so you're billed for the air as though it's water. So what we have is a patented valve, and that valve pushes the air bubbles upstream and so that only water flows to the meter so you're billed correctly.

[00:15:22] And think about it this way. Butterfly's solution is kind of like the game Jenga. Each technology stacks on top of each other to make the overall economic savings as high as possible. Our program is not really a la carte. We don't really tend to do just one or two.

[00:15:38] we want to try to save as much as possible because that's how we make the economics work other technologies we do meter and monitor all the sites so we have real-time feed coming in opposed to just relying on a monthly bill smart Wi-Fi thermostats refrigeration controls for walk-in coolers and freezers you also have access to a custom portal where you can see like the temperatures at all the sites you can manage that and there's just a tremendous amount of information that you have at your fingertips, even a cell phone app now. We're also doing a lot of batteries, solar. And the great thing about batteries is that it provides some resiliency

[00:16:17] for a couple hours, potentially, as a percentage of your load, maybe up to 30%. We're even doing EV chargers. And of course, like I said, solar could be tied into that. And we also actually just signed up but I'll touch on that a bit. This is just the economics analysis kind of what I mentioned before kind of a seesaw analysis where the three big variables are the capital investment how much are we spending to go ahead and install the equipment on your site and how large the investment what is your

[00:16:55] electric spend. Butterfly's model works better in higher cost energy markets than lower cost okay just because we are balancing out the big three variables and then also the improved energy efficiency. So how much energy efficiency can we achieve from the capital investment?

[00:17:13] Now, in some cases, the deal might not pencil out economically very well, so there's other things we can do in kind of levers. We can extend the contract a few more years. In some cases, if the deal comes back strong, you might even get a little bit of a discount off of your energy. Basically, we reduce the kilowatt-hour consumption and reduce it by a few percentage points.

[00:17:33] And then in some other instances when it's not a very strong deal, then we would request a customer contribution to balance out the low energy spend or maybe the high capital investment. But we don't know until we analyze anything. So this just kind of lays out the big variables that are involved in our business model.

[00:17:51] Next two slides, let me just drill down a little bit more about how the business model works. This green circle represents how many kilowatt hours at a particular location for one month. So let's say the month of November, say this building uses 10,000 kilowatt hours.

[00:18:08] We figure this out by using your own historical data to drill down to figure that out. What Butterfly then does is for the next 30%, it could be 20, maybe 30%, whatever we're trying to do, we're trying to drive down the energy usage. So the next 30% of any savings goes to Butterfly to pay for all this capital equipment.

[00:18:28] It's costly as well as the cost to install it. So we need to make our money back. And in some cases, like I said, there might even be a guaranteed discount up front. If the deal came back strong, you might see a couple percent guaranteed over the life of the contract. And then our goal is to hit what we call the share point.

[00:18:44] In this example, it's 30%, because it could be 30%, 35%, some buildings, depending on the building type, the amount that we need to recoup berries. But in this example, let's see, we get to 30%. Then we split any additional savings with the 50-50.

[00:19:01] It does occur after year four, because we do need some time to recoup some of our capital. So say if we got to 36% in year four, that last 6% is what we'd split. You get 3% credit for that particular location you see in the beginning of year five and then every year thereafter.

[00:19:20] At the end, you will own the equipment. The HVAC equipment and the non-HVAC equipment are two types of amortization schedules. So the non-HVAC is things like lights, thermostats, refrigeration controls. Those are a 10-year amortization straight line.

[00:19:37] At the end of the 10 years you'd own that equipment outright the HVAC because it is a longer life piece of equipment It's a 15 year amortization schedule burns off straight line again 115th per year at the end of the 15 years that would be paid off and you would take ownership of that now The contract is a 10-year term, but at the 10-year point you can either go month to month If if you want to pay off the HVAC or extend it five years or just cut as a check and you walk away Keep in mind that if you do walk away at the 10-year point, we then place the utility counts back in your name.

[00:20:12] So if we reduced your bills by 25%, 30%, the first month of year 11, your bill is going to drop by that amount. If you take that additional savings and put it towards the balance of the HVAC amortization,

you're going to pay it off in less than two years. And also, of course, inflation will have eaten away at that true outstanding balance.

[00:20:33] I mentioned before HVAC preventative maintenance. We do require this. Either it can be we can work with your contractor or Butterfly. We either have a couple large contractors that we work with or even in-house. About 60% of our PMs now nationally are done in-house.

[00:20:49] And the reason we do that is because maintenance is so important. And as you probably know, there's good HVAC contractors out there and not so good. So we take this very seriously. But we have two options, a basic or a premium.

[00:21:06] What we do for both is identical. So we come out quarterly, change the filters, do a full 31-point surface inspection, which tends to be a lot more detailed than most contractors. They use a handheld app when they go through the process, take pictures, take temperature measurements.

[00:21:21] It generates about a 30-page report that you can download about one to two weeks after the PM has been completed, so you have access to that. And also, the difference between the basic and the premium, because they are, like I said, identical.

[00:21:38] difference is that the premium includes full break fix on a butterfly installed HVAC unit over the term of the contract. So anything goes wrong with that unit will pick up the cost of labor, parts, trip charges, everything. So our customers like that because then they don't have to worry about any costs whatsoever. The basic does cover the warranty components so the heat exchanger is a 10-year and the compressor is a five-year warranty, but if a circuit board or something were go down you'd be responsible for that so and like I said we can work with your existing contractors we just have to onboard them have to vet their insurance

[00:22:16] make sure that they have the right quality a level of insurance and then also they would have to agree to butterflies pricing and then of course one of the benefits if they do come on is we would give them more business as we grow in this particular market this just touches on what we do when we do a PM. You know, it's very, like I said, involved. There's 31 points. You know, I don't want to get into too many details here. You can read this when you see it afterwards, and I can, you know, interested, I have a whole bunch of more information I could send you. HVAC, we do use

[00:22:54] major manufacturers like Trane, Lennox, Carrier, and also now York and Daikin. So we buy all these units directly from the manufacturers, so there is a bit of a lead time. I mentioned it does take about seven to nine months for the HVAC units to go in, and it's just because there's a process involved from going on site to do a site survey because we do that after a customer comes on board because it would be too cost prohibitive for us to do a detailed site survey until you become a customer we scope out the equipment that we're going to order and then we go ahead and makes that purchase and then it's being manufactured and once it comes in we go ahead and schedule to have

[00:23:31] it installed again we can use your contractors if they wanted to be part of the program but we also are shooting again for the highest efficient units 20 IEER or higher or SEER, 20 higher on SEER. Keep in mind that a lot of units out there in the field, if you bought like a 12, 13, 14 IEER rated unit, over time it degrades. So maybe today it might be after 15 years, it could be a 10. When we install a 20, each one point is 4.5% energy efficiency.

[00:24:02] So going from a 10 to a 20 is 45% more energy efficient for that HVAC unit. So as you can see, that's why we're chipping away at a huge amount of energy savings in a building when you focus on HVAC and the lights and all the all the other measures that all add up. This slide I just want to touch on we call it project enablement costs. Our goal when we do the program is to cover all the costs but there can be things that are due to deferred maintenance or things of that sort that are outside of the scope

[00:24:36] of butterfly. So we do have certain quantities of dollars allocated for a project so anything associated with electrical upgrades to install these units we cover all that permits we cover up to eight hundred fifty dollars per facility crane up to four thousand dollars structural analysis that's done on all sites because the newer units are a little heavier so we have to make sure that the roof can withstand that yeah I mean we do that the entire of cream yeah we plan yeah we could we get meetings just to to talk about the the crane now keep in mind also depending on the project we can also budget

[00:25:16] additional dollars I mean if there's gonna be a massive crane and the the deal pencils out economically where we can go ahead and plan ahead and put $10,000 for a crane it's just when in some cases we're like a big ball or something that and you need to fly a helicopter that's $40,000 that's gonna be outside the scope I will tell you right now unless it's a very strong deal so just want to point that out but you know we've gotten on site before contractor gets on the roof and their foot goes to the roof obviously that had nothing to with butterfly we wouldn't be responsible for that but if we cause the problem we're gonna pay for it so I just want to point it out our goal like I said is to

[00:25:54] cover all the costs it doesn't happen very often but I just want to point out in case it does and we would let you know well in advance of an installation if there is any outstanding cost so you can budget for that portal so this comes along as part of butterflies program it's it's a great asset to the program there's no cost for it you can have as many people have access as you want this This is where your butterfly bills are housed.

[00:26:21] This is where the underlying bill, keep in mind, we're completely transparent, so I told you we'd place your bills in our name for water and electric and maybe even gas, depending upon a solution there, because we do also even do combined heat and power. So if you have a lot of heat load, we can also do that where we actually generate electricity on site to cover some of the usage.

[00:26:42] So you do have access to the underlying utility bill on the portal, so you can see that and compare it to the butterfly bill. You would see all the same line items on your utility bill, the actual bill, as on the butterfly bill. We actually work with about 600 utilities nationally, and we're now, if you think of us as a utility, we're the 37th largest utility in the country through our program.

[00:27:07] As well as not just the data and stuff like that, but you also have access to see thermostats, see temperatures, walk-in coolers, and also get alerts. If there's a problem, you would get notified of that. really cool right now is we're deploying what's called Nexus which is coming out especially all new customers will get it and we're actually putting it in now older customers what it is is right now before we were getting all the data coming from the smart Wi-Fi thermostats in fact the thermostat is a butterfly thermostat that we developed because we didn't like what was on the market so now we have this thing called Nexus and it's basically a hub that has way more information flowing to us the whole goal there is that when we get this

[00:27:43] information we can determine the performance of your equipment in advance so say you go ahead and send a service ticket in there's a problem with a unit we go ahead and triage it remotely with the

data that we have with the goal of about 30% of the time that we'll maybe will be able to make a correction and on the fly and get you up and running without even having to send a truck so that the goal there of course is to make it so that your units are up and running more as well as for us to reduce costs on having to maintain the units this is just a snapshot of the cell phone app we now have that where you can do a lot of the same functionality remote the view temperatures and make

[00:28:23] changes for the right people that you want to have access to you also get a dedicated customer success manager as part of the program so this is kind of your point of contact with butterfly so you know when the customer comes on we have a kickoff call customer the CSM we call customer success manager kicks that off brings a whole bunch of people from our team and introduces to the right players on your team so that when you know communications we normally set up like a bi-monthly meeting they're the the point of contact there but also say if you send a service ticket in you go ahead and would CC the CSM so that they

[00:28:59] have eyes on it as well but we have a cadence like I said we set that up and then of course as we get closer to installations we go ahead and have other meetings to plan that we even bring another project enablement person in that manages the actual installation of the equipment.

[00:29:18] They get more data as it comes in as well. So there's just, as the HVC, that kind of is the bigger projects, and we get a lot more people involved in that process. And this is just the timeline, just to kind of give you an idea.

[00:29:35] So after a customer signs up with Butterfly, the next or the first thing is to go ahead and get them into our system, and we do that by collecting a couple of years worth of your utility bills and then also do the takeover of the accounts. So we figure out your baselines, how many kilowatt hours in each of those 12 months for each location, and each location is done separately.

[00:29:56] And then we place the utility bills in our name. And at the same time, we go ahead and send a tech out to do the surveys for the HVAC and also figure out what kind of lights we need to order. Everything is planned out. And then they come back and scope out the equipment and order that equipment.

[00:30:12] And as the equipment comes in, we start installing. So things like lights are going to go in first. If you have walk-in coolers, we'll install the refrigeration controls. And then the HVAC typically comes in about, like I said, seven to nine months after kickoff, and then we coordinate that.

[00:30:29] And then there's other things if we were to install batteries. I mean, the batteries can be big. I mean, we're typically looking for, like, a parking lot space in size that could be upwards of $500 to $1 million a piece, and we do install those, and maybe even, like I said, solar to couple, and, like, even the combined heat and power.

[00:30:46] That's just basically a generator that can go ahead and produce electricity. And that wasted heat is used and recaptured if you have a need for that heat. And it makes sense. But basically, we can make your spaces more resilient as well. And I think, and then finally, you know, next steps after you've discussed internally, it would just be able to figure out which locations you wanted us to look at.

[00:31:11] It would probably make sense for one of our engineers to fly in to go ahead and walk through the sites. And then, actually, I think we have somebody in D.C., one of our engineers. and then get the

data, crunch the numbers, and then circle back around with a proposal. So as a school system, we have a pretty low EUI, about 49.

[00:31:38] Some handful of buildings, about 16% of our buildings are in mid-60s, mid-70s areas. So is that problematic? I mean, a higher or a better. So, I mean, we would want to analyze those and see if the numbers pencil out.

[00:31:54] And then are you working with any school systems now? I wouldn't I think we are working with one we did just just so you know we signed up or working now with Schneider Electric Schneider Electric we are working with them for municipalities so this of course our business model works anywhere if you have four walls and a roof chances are we can work with you so we are teaming up with them basically what it is a Schneider Electric kind of focuses on the big cities and the smaller types of towns that are not really in their focus it's coming to butterfly so typical size of contracts

[00:32:31] well the contracts as in length or what do you mean well we the way we measure our contracts is by the amount of electric and water sewer usage so I mean we do as little as fast food restaurant as large as you know I mean I just signed up a national retailer that you know has millions of dollars and this is my last question could you talk about the funding piece so we're responsible for bring capital funding up front no no no butterfly brings all the capital we're backed by 1.2 billion and as we need more we go out to the financial markets

[00:33:10] that's that's the biggest benefit to butterfly is we bring the capital and the knowledge I mean a lot of companies they don't focus on energy efficiency or maybe even the equipment maybe they're not even concerned about the energy efficiency we're able to unlock this capital by making your facilities significantly more energy efficient so basically right now when you pay your energy bill all you get is electricity with butterflies program you're effectively paying your same energy bill and we unlock this capital that we can deploy in your sites so there is no capital that you need to bring just one more question so is it considered like a loan then no it is an option balance

[00:33:48] sheet program it's not considered a loan okay we have a white paper on that that our accountants have devised I can share that with you if you want yes that'd be great thanks yeah if you send it to to me and Tiffany we can circulate it to the committee so just to simplify so we don't pay anything upfront correct we don't pay anything more than we're currently paying correct and you we sign the agreement you do an evaluation you install a totally new HVAC and other improvements that are within the scope of the agreement with no capital upfront

[00:34:28] from us nothing more than we're currently paying and then we over the life of the agreement ten years we even participate in the cost savings yes that are achieved yes and the only out-of-pocket really cost is the maintenance for you so we do require maintenance that was that it's either $700 per RTU or a thousand now granted that's up to 25 ton units if you have much bigger units you know that cost will of course have to escalate for those or chillers or things like that but would the savings cover the cost of that mean no that is out of pocket so but you have maintenance today right so

[00:35:03] it should be like for like maybe even less and we can use our current maintenance we can yeah we just have to vet them and make sure their insurance level is appropriate and then they would have to agree to butterfly's pricing and in addition to that we would also get access to the software you mentioned yeah that's probably I don't think we have that software right now do we mr.

[00:35:25] Gordon so we have some BAS so yes we do have some BAS systems out there but building automation systems as tracking usage that we can control from central office.

[00:35:41] So are you dialing in remotely to our facilities then? Is that what I'm hearing? Well, we actually use our cellular Wi-Fi connections to connect in with facilities. Now, if you have a BAS system, what we can do, if it's BACnet, chances are we can work with you with that system and keep it in place.

[00:36:01] But if it's not BACnet, we'll have to cross that bridge when we get there on each individual facility. Okay. other questions yes yes I had a couple of questions so getting back to the question about what what is the nature of the facilities that you currently have contracts with you said that there's only one school but what are they retail are they commercial buildings so so we started out actually in the fast food restaurant business because they consume the most energy per square foot of any facility there's they're basically little factories so we have a lot of them but we have now expanded to manufacturing we've expanded to retail

[00:36:41] we've hotels I mean we we are growing at an unbelievable clip and so we basically we're adding all sorts we have dedicated people in the mush market now so really we're going after all sorts of verticals so so is there anything comparable to a school setting where you have different locations yeah we do actually now that I think about we do have like a university these one or two universities with multiple buildings so we do have that I just personally have I personally have not been involved with those types of projects in the past but

[00:37:17] yeah we do have history of that yeah okay my next question is relating to measurement and verification because this is going to be important when it comes to payments and things like that so how how is that done and how was that than in collaboration with the facilities people?

[00:37:33] - Great question. We actually don't have to do that. And the reason we don't is that we place your utility bill in our name. So we pay that bill. So let's say for instance, we start off in this month, it was 10,000 kilowatt hours, but we did everything and we got it down to like 30%.

[00:37:50] So we're now, Butterfly is paying 700 kilowatt hours, or sorry, 7,000, 7,000 kilowatt hours, and you're still paying us 10,000 kilowatt hours for that month, 'cause that's what you historically did in that month. So you're paying us the $10,000, we're paying the utilities $7,000.

[00:38:05] We saved 3,000 kilowatt hours. That's what's going to pay off this program. Now let's keep it in dollar terms. Let's say it's $1,000 for the month that you're paying butterfly, but we're paying the utilities $700. So we saved $300. That $300 is what's going to pay everything off.

[00:38:24] Now keep in mind, we do show how much we've reduced your bill by kilowatt hour consumption and water is consumed, gallons consumed, on the bill. Every month you see how much we've reduced it by. So we do, we're completely transparent there, but we don't have to get involved with the very detailed measurements, like I said, because we do place the bill in our name.

[00:38:46] - Okay, my last question is, is this like an ESPC? Are you, do you consider yourself an ESPC? - Yeah, I'm sorry, I'm not familiar with that term. - Energy saving performance contract? - No, it's not, it's not really a performance contract because, like an ESCO, is that what you're, yeah, it's not technically an ESCO, no, because an ESCO has to validate how much energy savings to get paid or so forth.

[00:39:11] We just, by placing the bill in our name, and we're the only ones doing it. I mean, I've not come across anybody else doing this, and the reason it's so challenging is it is very challenging. I mean, doing the billing is very complicated, and we're using AI and other things like that, but yeah, so we're not considered an ESCO.

[00:39:30] - Okay, thank you. Sure. Yes. I'm kind of curious. What kind of control would the school system still have in terms of programming and set points and being able to override that ad hoc if we had events or community needs? Yeah. So, I mean, what we do is, I mean, hours of operations, you can change it on the fly.

[00:39:50] You can also always call in to Butterfly or work with the customer success manager to go ahead and make changes to temperatures, but you can do that too. I mean, think of it this way, though. Like, for right now, for our thermostats, we do have what we call guardrails on it, up and down two degrees, like, temperature-wise.

[00:40:08] And the reason being is that when you – it's pretty common out in the field where people will drive the temperature down to, like, 60 or 55 degrees. A lot of the time, it's just because they don't understand how a thermostat works. When you do that, you tend to freeze the coil and damage the unit.

[00:40:23] It's very costly. So if we let you – once you have a comfortable set point, whatever that is – I mean, normally in the summer, a lot of our customers choose 72 degrees in the summer, 68 in the winter, and then they can go up and down two degrees, and then it stays active until the next schedule change.

[00:40:43] There's typically two to four schedule changes in a 24-hour period. But, you know, it's the same type of thing. If once you joined on butterfly, you wanted to drop the temperature in the summer down to 65, well, we would have to recoup that cost back somehow.

[00:41:00] So just like today, if you were to do that with your current utility, your bill's going up. But that would all be controlled through Butterfly. So say you're in a scenario, and I get the up and down a couple. I think we operate that way. But if we at HAC wanted to host an event and go into an occupied mode until 11 p.m., we would have to call you.

[00:41:21] And how does that normally work? Would we be able to get a quick response time? How flexible is it with it now having to go through? No, I mean, it doesn't necessarily have to be just called in. I mean, and chances are we could even set it up so that you can make that change on the portal.

[00:41:39] Thanks. I had a few questions. So one is, did you say how much local experience you have in Fairfax County? I'm not too familiar off the top of my head.

[00:41:57] I mean, we're in all 50 states. So, I mean, I know we have sites in this area and all in Virginia. Okay, I guess it's sort of related to maybe codes, a knowledge of the local codes. I mean, like I said, we have about 10,000 facilities.

[00:42:17] Each one of those facilities has multiple HVAC units. We're installing on every imaginable facility you can think of out there. Okay, and then have you ever had situations where, for instance, the equipment didn't fit the room that it was, you know, originally designed to fit in?

[00:42:33] So now you're, you know, may have to increase the revenue. Well, it would be on the roof, typically. It's always roof. Yeah, a lot of the equipment, like HVAC, is rooftop units. I don't know. I mean, if

it's chillers, I mean, I wouldn't say we're too involved with chillers right now. So if you have chillers, we'd have to have a conversation about that.

[00:42:51] I mean, we do have some large HVAC contractors we work with, like ABM, and they can tackle those bigger projects. So, I mean, I would say anything's on the table. And if we need, we would just bring in the right contractor that can handle those types of projects. Okay. And then do you have a sample project that you could walk us through at some point to?

[00:43:11] Sure. I mean, yeah, we could do that. Okay. That would be helpful. Because it sounds probably like it's not plug and play, you know. It depends. I mean, what the facility is. I mean, if your facilities have HVAC units, like just rooftop units on the roof, that's, I mean, we do.

[00:43:29] I mean, we're installing 5,000 to 6,000 HVAC units a year. We're now the biggest buyer in the country of the high-efficient units from the HVAC manufacturers just because most people don't buy them. They buy the code minimums. So it's pretty darn technical what we're doing by installing all these HVAC units.

[00:43:47] Okay, thanks. So first of all, thank you for the presentation. As a school board member, I do value any energy savings we can bring to our division and definitely cost savings plus environmental sustainability but I do have a concern with Mr. Minsky said that we have about 200 school buildings and the temperature is controlled by with someone else somewhere but our needs are different our kids are different and it just gives me a little bit of heartburn that our temperatures

[00:44:27] and individual school will be controlled by some other person sitting somewhere else and who's not on site yeah well that's that's where we could probably talked over with and then you would have access in the portal to make those changes so it's going to be up then what is the customer relation manager going to do like your customer manager success managers more along the lines of setting up bi-monthly meetings with the like the facilities and so forth and and planning out the projects and you know the kickoff and so forth and getting getting things rolling I mean it's very important to have good communication through the whole process because these are very big projects these are not little projects and we have to make sure that we manage all the

[00:45:06] details about them and I coordinate the installation dates and so forth. And your company is mostly a private equity firm? No, it's not a private equity. We are backed by private equity, a company called Partners Group. It's a Swiss private equity. They provided $500 million and the balance of our funds are Wall Street. Okay, so $500 is quite a big investment for private equity, right, in your company? I mean, yeah. So for me, um i'll say this and i'm just uh the vr public school system we are not fast food restaurants

[00:45:41] we are not any public for profit company the first thing is our stakeholders our students and our families we have to make sure they are happy or satisfied what we are doing um and this we are trying to save money here but not at the expense of our our students are um so i want to make sure And you are presenting this as somebody who has worked with other local governments before.

[00:46:09] I mean, for instance, we just signed up with Schneider, like I said. So we're working closely with them to basically deploy about $500 million. And that just happened a few months ago. And we just signed up the city of Cadillac, Michigan. So we are deploying this nationally.

[00:46:28] And, I mean, we've been doing this for about 10 years now. You know, it works any sort of facility what we do can work. So tomorrow if their company Doesn't like you know doesn't work in this

area anymore What happens to that our contract then well, I guess if something well I'm not quite sure what you mean by doesn't work in this area. I mean you go in a different way We see a lot of businesses turn their strategy. Let's not focus on Municipal let's focus on other departments and other agencies and stuff like that It's a long-term contract, so we would maintain everything with you the entire time.

[00:47:06] I mean, but our goal is, I mean, we're growing over 30% a year. I mean, because this, you know, the biggest benefit to Butterfly is that the biggest challenge with making spaces more energy efficiency is capital. And everybody does, picks the low-hanging fruit.

[00:47:24] They go after LED lights. They go after a little bit of controls, and that's it. And the big elephant in the room is HVAC, and nobody wants to touch it. I mean, everybody band-aids HVAC as long as you can, and it's extremely expensive to keep an old piece of equipment running.

[00:47:40] Because when it does break and you need to repair it, now it's an emergency, and the contractor has you. They can charge you whatever you want, whatever they want, and chances are you'll pay it. We proactively replace units. We're buying thousands of them, and that savings we generate, because we buy them at 30% less than anybody can right now, just because of our volume, and then we're cutting out the middlemen.

[00:48:06] So the capital is the big factor that helps your spaces become energy efficient, because we take that off. Okay, I'm good with the answers. Thank you. Ms. Marion? Hello, good evening. I'm so sorry I missed the, it was three times the unusual amount of time it takes me to get to this office.

[00:48:26] Oh, geez. I just, and perhaps you mentioned this, but I'm astounded to hear that you can purchase so many, because it seems like materials are very hard to get these days, the imports and the tariffs and so did you I don't know if you spoke to that but no we don't have a problem a lot of these there's there's plenty of HVAC units that are manufactured in the United States and we're not seeing any issues with that and we're in fact that the time with that to acquire a unit is actually shrinking I mean the seven to nine months I mean in some cases we can install you in five or six months I just want to set expectations that it could be longer just you know one of the other factors too is the timeline you know when if when the clock starts ticking and all of a sudden it's the

[00:49:04] time to install them is in the summer months well summer months a lot of equipment breaks down and HVAC contractors their bread and butter is making repairs in the summer so it gets more difficult to install units in the summer because their bandwidth is shrunk sure well thank you so much for your presentation really appreciate it all right you're welcome mr. Dunn we do have quorum now if you'd like to go back yes I'd like to go back so I'd like to

[00:49:36] final minutes thank you okay we will now move to the meeting minutes from the May 19th 2026 in the September 28th - I think it is 2026 companies playing and

[00:50:15] development committee meeting so I move that the CPDC approved the minutes from the May 19th 2026 in the September 2026 meetings with leave for the clerk to correct any formatting technical or grammatical errors do I have a second second mr. don't just in order as the chair you have to have someone else move okay sorry will someone be willing to bring the motion to the sticks it was a

[00:50:48] second by miss mayor and all in favor all opposed any abstentions thank you okay now I call on miss Suzanne Haney and mr. John Foster for item 1.04 adoption of the p3 guidelines thank you mr.

Dunn so for those of you have not met I'm John Foster I'm division council for Fairfax County Public Schools and

[00:51:27] joining us this evening on zoom is Suzanne Haney who's an assistant division council with our office Suzanne and I drafted these guidelines several months ago when they were being considered originally by the governance committee and mr. Dunn as chair of CPDC had asked that we come this evening for a public discussion on the guidelines as I think you probably are all aware such guidelines and p3 projects are authorized by the Virginia Code but one

[00:52:02] of the important prerequisites before a public school system like FCPS can use them is that they need to be formally adopted by the governing body in this case the school board and then there are also specific requirements that we've outlined in the in the guidelines which were quite extensive and I'm of course I'm not going to take time to walk through all those this evening I can answer specific questions that you all may have Suzanne is there anything you wanted to add no thank you John just if I may ask mr. Foster my understanding from

[00:52:40] speaking with you and miss Haney previously is that Virginia has published model p3 guidelines and essentially the guidelines that you've put forward for FCPS are pretty much identical to the model guidelines and and and I see miss paintings a hand up and I understand that we have as a school division very limited flexibility if not no flexibility under state law to actually deviate from the model guidelines but Miss Haney yes all true

[00:53:16] the Virginia code sets forth mandatory provisions for state agencies and then for localities such as a local school board it provides for certain mandatory provisions and says you may follow the guidelines that we have required the requirements for those state agencies. And when drafting these, and actually I think the original version may have been prepared for Ms. Zemansky two and a half years ago, when drafting this set

[00:53:49] of documents, I gathered at least a dozen examples from around the state and from localities and all followed the state model, Mr. Dunn. And there's a good reason for doing so. The state model aligns to a great deal, to a great extent with our public procurement requirements.

[00:54:10] So it includes, you know, it promotes competition to the extent possible, public notice, school board approval. It requires the listing of specifics or project requirements and criteria for evaluation in the documents.

[00:54:32] There's a good reason that I believe that localities have all chosen follow the state model thank you and that's what that's what we have here thank you and just for background for everyone who's new so two and a half years ago I brought a motion with well first miss Marin and miss Sizemore Heiser brought a motion for certain studies to be conducted which included a study of public-private partnerships as an option for school construction and

[00:55:07] renovation that was about three years ago following that I brought a motion that really I believe with mr. McDaniel for a for a preparation of guidelines and public-private partnerships in addition for a study of public-private partnerships I was well miss Manske was here and so there was initially a quite lengthy study prepared by facilities under Miss Szymanski and then later a more extensive study of particular schools that could be renovated using

[00:55:44] public-private partnerships and so there's been a great deal of work as well as a work session that was held last year for which Miss Mary and I were the co-meeting managers that looked into public-private partnerships among other topics and this these p3 guidelines which are based on the Virginia model guidelines that many school divisions have adopted across Virginia were attached originally to policy 8240 which was while Miss Marin was a

[00:56:18] governance chair but policy 8240 was approved but not with these guidelines so these guidelines were left off for consideration by CPDC and so in discussions with the chair and vice chair this summer they suggested that I bring them to CPDC to be approved and and brought to the school board for consideration and I've also spoken with miss Anderson our current governance chair to confirm that course of action for tonight there's two pieces to what's

[00:56:53] being put in front of the school board one is the p3 guidelines which as Miss Haney explained follow the Virginia model guidelines and then Janet and our deputy or deputy clerk drafted a draft policy just a one-page policy that has been reviewed by Miss Haney and the red line is reflected on on board docs along with a clean version that accepts all the all the at the clean version accepts

[00:57:26] all the others right and reflects her her comments which I implemented and so that one page policy is essentially my concert a kind of cover page to the guidelines and the guidelines will be an attachment to the one-page policy and we had to have a one-page policy to meet our standards for policy adoption and how we the look and feel of our policies and because the guidelines are are more more detailed than our policies normally are clerks do you have any anything to

[00:58:05] add and in that respect I know that pretty much covers it thank you yes miss Barron thank you so much for explaining and maybe it's just because I had so many different versions of my brain but so can you clarify so we have policy 82 8240, which you mentioned, which we had put some language in about P3. Is that correct or wasn't enough or specific enough?

[00:58:32] So so the guidelines when they came back from the Office of Division Council and Mr. Foster and Mussini, I invite you to correct me if I'm wrong, came back with a draft revised version of 8240, but the 8240 didn't mention P3.

[00:58:50] Instead what the revised 8240 accomplished was adding design build and construction management at risk to the policy and so governance decided to focus just on 80 to 40 and expanding the number of construction methodologies to include design building construction management risk and and separated P threes for referral to CPDC now I remember thank you miss Dixon so I believe Air Force County already has their P free private

[00:59:26] partnership policy in place are we comparing ours with them and our lining with them in case we need to get into an agreement as a purpose County as a whole mr. Foster miss Haney we have sorry first speaking up but we're very close to Fairfax counties are are they are in a locality so they are one of the entities that that may follow the state model and has chosen to do so again I've I've not found an example of any so-called responsible public entity that has not followed

[01:00:05] the state guidelines, and ours are very, so as a result, ours are very close to Fairfax counties. I think the difference I found was the Fairfax County government policy explicitly requires board of supervisor approval for every interim and comprehensive PPEA agreement.

[01:00:23] our guidelines recognizes go governing body approval but it does not go much into detail I just didn't clarify who's the whose approval will be required I would be so happy to clarify that point in a subsequent version because school board approval would be required of every interim and comprehensive agreement it would it be possible to just add a sentence we can amend the policy before we adopt it is there a particular sentence that could be added or mistakes it do you have a sentence that you're seeing that we could insert

[01:01:01] into the guidelines to to per the comparison it sounds like you did a red line between the two is there a particular sense you would like to suggest no I'd like to the council to give provide that language just to make sure it's correct miss Haney do you have a suggestion for a sentence that I need to look for the correct location, but why don't I do that?

[01:01:32] Or perhaps in an emotion we can, if so inclined, perhaps approve this version with a change to affect the matter that Ms. Dixit described. And I did not ask this question directly to a previous speaker because I didn't, you know, indirectly I was asking what if you guys go, you know, different direction.

[01:01:55] But what happens if one of our private partners files for bankruptcy? do we have any controls in in that situation like you know if the private company goes bankrupt fails to deliver promise saving or does not meet performance standard what protection ensures FCPS can continue operating its school without interruption may I either miss mr. Gordon so like a construction company goes back up to other doing a school renovations yes sir I would think it's similar I would assume there'd be some sort of bonding components that we wouldn't want a contract with them unless there was a

[01:02:33] bonding element that would have some assurance of an agency that would fulfill the contract if they went bankrupt so normally when we hire someone we require them basically to provide a bond or insurance so that you know if they disappear that we can have recourse against some funding mechanism for multiple reasons but yes we are actually required by law to require payment and performance bonds from all of our contractors for projects like this and for construction correct subject to a monetary standard so my only question

[01:03:10] was do we need to build that in our policy like we could certainly do so we could but but it would already be part of the interim or comprehensive agreement yeah I'm working on a project with outside for a government entity and bonding is required even for a small project like you know you go and fix a nail and they want to bond for that so bonding is I know it's part of that my last question was the independent reviewer of any every private public

[01:03:46] partnership agreement who is the individual or independent reviewer how are we going to define that I don't know if it's I think I believe it says unless we have someone on staff and we may have we we have such qualified staff and credentialed staff that we may find I will look further into the requirement But I would guess that we have that capacity within our own ranks.

[01:04:24] Is that Fairfax County government also doing that same thing? They're using somebody on their staff for reviewing? I would bet that they are, but I would need to ask. Okay. Because they have similarly credentialed professionals on staff.

[01:04:43] Ms. Dixit, do you mind if I ask? You had seen a sentence in your comparison document that I think you created. which section of the county policy or of the model guidelines was the relevant sentence located in for the county version it's a side-by-side comparison and the independent analysis they have

qualified review a professional review for privately initiated projects with an exception for county employee analysis oh sorry I meant the sentence you mentioned earlier for a decision or

[01:05:20] approval by this oh that one okay sorry explicitly requires board of supervisors approval for every interim and comprehensive PP agreement I'll just pull up the exact sentence if you want thank you that would be wonderful I'm

[01:05:37] looking to can I speak about yes okay page 22 first paragraph the board of

[01:06:23] supervisors shall approve any interim or comprehensive agreement executed pursuant to the PPEA and this is a requirement that's based on school boards and who must seek approval of the Board of Supervisors to proceed with a project such as this so we do need to see we would need to seek Board of

[01:06:56] Supervisors approval but that would be that would be a step that would precede the actual school board approval I didn't follow we're talking about I was reading it from the county's agreement yes is they have supervisors approving their PPA just like school board should be approving then our our language is not clear I think that's what mr. Don was also saying that we could use a

[01:07:32] simplified because ours is little like who's decision maker it could just be say you know the governing body school boards a school board is a decision maker. I think we could add it to section C on page 26 or let me see if there's we could expand upon that heading to include approval requirements because it does require that we hold a public

[01:08:05] hearing on proposals prior to entering an interim or comprehensive agreement and so we would make clear that that public hearing would take place 30 days prior to the board's vote to approve or reject an interim or comprehensive agreement.

[01:08:28] I'm sorry, that first paragraph under C, are you saying that the sentence that Ms. Dixit read should come at the end of that paragraph? I think that it could. I think that we could tie the board's consideration, just as it's required to hold the public hearing before boundary votes.

[01:08:50] We could tie the public hearing to be not later than 30 days prior to, instead of entering, would be the board's vote to approve or reject an interim or comprehensive agreement okay so based on miss miss Dixit would you like to bring a motion or may I bring a motion hi I can make a motion okay could I get the lines over

[01:09:26] yes so on page 26 under paragraph heading C first paragraph I think the motion would be to to second the last line of paragraph one to change the word entering and to approval by the school board okay so so mystics it will bring

[01:10:02] the motion and say so do you want to say the magic words of I move I move to move to change the wordings on the our page 26 sections the section C and like to change the word to approve the word entering to approval okay okay so change the word from entering to approval by the school board miss Marin seconds all

[01:10:39] in just a fall in favor all in favor I thought you have to do that oh do you want to speak to them no I'm good yeah all in favor it's unanimous great any any comments on the one page motion Tiffany do you mind bringing up the one page cover policy Mr. Dunn I just want to point out too that within this motion is that it's pending legal review because like when we discussed earlier there's

[01:11:19] not been a full so a lot of if there's anything with these amendments that can be done through that process as well to not have to through and wordsmith everything right now if you don't want to. Sure. Can you add the magic words like, you know, to correct any formatting technical or grammatical errors to the motion that's under 1.04? Yep, we can certainly do that.

[01:11:45] So this one-page policy was posted today to board docs so I apologize for the took some discussion this morning but does I can read it or you can review it if you have any questions and would like to discuss it mystics that you

[01:12:11] still have your thing up did you want to talk about the course okay then then I'll bring the motion that the comprehensive I move that the comprehensive planning and development committee send the policy 8 x x x public-private partnerships pending leave overview for consideration to the full board with leave for the clerk to correct any formatting technical or

[01:12:42] grammatical errors. Do I have a second? Second? Ms. Marin and all in favor? It's unanimous. Thank you. And now 1.05 updates from facilities. I call on Mr. Eric Gordon for item 105 updates from facilities. Hey good evening all. Good evening. All right

[01:13:21] here we go hey so tonight I will or today I will provide a update to our four important areas in our capital planning and facility management programs okay all right hey thanks so first we will discuss Silver Line elementary school and our approach to evaluating factory-built construction as

[01:13:59] a potential alternative delivery method second we will provide an update the division-wide facility condition assessment including our progress stakeholder engagement and how the findings will inform future capital planning and next to a walk through our capital and infrastructure replacement process specifically how we identify prioritize and major fund building system replacements to maintain safe and reliable and operational schools and finally I'll provide an update to cub run renovation update so some of these topics you'd asked for sir previously and this is kind of just continuation of

[01:14:34] what we were going to last one plus adding the cub run update

[01:14:40] All right. So for Silver Line Elementary School, it's been identified as a potential pilot project to evaluate factory built and or modular construction. And last Wednesday, the team went out and looked at a project in Maryland. I was not, I did not participate, but I had members on that team with you, Mr. Dunn, I believe as well, to look at a school that was put through that process.

[01:15:14] So on September 10, 2026, the school board approved the using of construction management risk, or CNMR, procurement method for this project. CNMR allows us to bring construction expertise to this process earlier and provide an opportunity to evaluate cost, schedule, and constructability as an alternate delivery method before making significant construction commitments.

[01:15:38] Importantly, we haven't fully committed to doing a factory-built process. We'll do that analysis and see how that works. We're establishing a process to determine whether this approach makes sense for Silverline. Our objective is to evaluate innovation without compromising project delivery, educational requirements, or fiscal responsibility.

[01:15:59] As part of the CMAR process, the selected contractor manager will evaluate whether factory-built construction is a viable solution for Silverline. The evaluation will focus on five key considerations,

cost and schedule, advantages compared to conventional construction, Compatibility with school design and site conditions, constructability or construction quality and durability and constructability.

[01:16:25] Procurement requirements and supply chain capabilities, opportunities and risk associated with introducing a new delivery method. Factory construction may offer opportunities for improved schedule certainty, standardized components, and reduced on-site construction activities.

[01:16:41] We also need to understand whether factory construction introduces constraints that could offset potential benefits. The results will help us determine whether Silver Line is an appropriate pilot and whether this approach has broader applicability to future FC Press projects.

[01:16:58] So currently, this is where we are. We have initiated discussion with our procurement team. And so we're currently looking at the beginning phases of how do we develop an RFP to solicit for that construction manager.

[01:17:14] So we're in the process of doing that right now. That's good news. Any questions on that before we go? Do you have a timeline? Timeline to get that under.

[01:17:31] So given that we're in the initial stages of it and it's new, something we've never done before, I would assume it's going to be typical procurement methods, probably 90 days to get through that. 60 to 90 days is what we struggle with. So maybe like February or March you might have a decision, traditional or factory construction?

[01:17:49] No, we'll have a decision. So we have to have a procurement selection of getting the construction manager to start that process. Because we'll have to go out and competitively bid that. And so if we're developing it on the front end, I think that will take us at least 60 to 90 days to get that in place to do that.

[01:18:08] And how much beyond that? So if you have February, March, you have a construction manager, then how much beyond that to make a decision one way or the other? Probably could develop a timeline that could come back to this group. But I'm going to go off the, you know, off the back of the napkin here.

[01:18:26] I think, you know, 60 to 90 days to go through procurement to get the construction manager. Concurrently, then we're also bringing on the architect to do the design. And when you have that design, you know, design typically is going to take 12 months to do something. And then you have construction could, you know, permitting would take another 12 months.

[01:18:42] And construction could take another, you know, since elementary school could take another two years. So, though that doesn't answer the direct part of your question, I think if we have 30 to 60 days to bring on the construction manager and then the architect, I think we'd have to get through at least conceptual design with the architect, which I think would be another probably three to four months at minimum.

[01:19:06] It could be longer. So I think you're talking anywhere from six to nine months to know that. It would be my first kind of cut at that. Thank you. Any other questions on this? Please. In terms of the experience for the criteria, selection criteria for the CM at risk, could you share or give us a sense of how much experience you're going to require with modular construction, with modular construction in building and expanding schools?

[01:19:40] The pool may not be that big is kind of where I'm... So I think we know the pool will be pretty small. I think there's only a handful of projects within the area. So I don't know how much we can demand of that in the RFI and RFP because it might potentially limit the project occurring. So I think there'll be some language within that as we select a construction manager, but really the purpose of the construction manager is to do that analysis on the feasibility of which way to go.

[01:20:05] Again, there's some unknowns there. I don't know specifically how we're going to truly require it if there's not a lot of experience within the area. But there are firms that have done it. So it's being done in the area, so I'm confident that we'll figure that piece out. Okay, maybe a follow-up question would be, are you asking them to identify their potential team, like subcontractor, for instance, for the modular construction, who could provide that level expertise?

[01:20:33] I don't know why we wouldn't do that. That wouldn't be part of the hiring the construction manager. That would be the part of how that person would evaluate the process going forward. Any other questions? Okay, please proceed.

[01:20:50] So next up, we'll talk facility condition assessments. This is me. All right, here we go. All right, so SCPS is conducting a comprehensive division-wide assessment that examines both physical condition of our facilities and their suitability for educational programs.

[01:21:15] There are two distinct but complementary assessments. The facility condition assessment component evaluates building systems, infrastructure, and physical assets. the educational suitability component evaluates how effectively our existing facilities support current instructional programs and educational requirements. Together these assessments will provide a more comprehensive understanding of our facilities and will inform future capital investment decisions. The overall assessment is projected to conclude in early quarter of

[01:21:49] 2027. So we're expecting to have the results back full in in February of 2027. So the assessment is more comprehensive than just a visual walkthrough of each facility. AECOM, which is our contractor of record, is conducting on-site evaluations to document observed building conditions.

[01:22:07] These observations are supplemented by FCPS operational information, including maintenance history, work orders, asset management records. Existing facility documentation provides additional context. This approach is important because building systems may appear functional during the inspection but have documented history of reincurring failures and reliability concerns but by combining this information sources or these information sources will develop a more complete understanding of the facility condition and infrastructure needs so in parallel with the physical condition assessments we are evaluating how each school

[01:22:45] supports its current educational programs this review uses sdps educational specifications and established evaluation criteria the assessment examines the suitability and functionality of instructional spaces relative to educational requirements a facility may be reason may be in reasonably a reasonable good physical condition but still have limitations in how its spaces support instructional programs conversely an older facility may continue to serve its educational mission effectively despite having a aging infrastructure understanding both dimensions will help us better evaluate future renovation and capital improvement needs.

[01:23:24] So we are approximately 96% complete with the facility condition assessments. That represents 211 of 219 facilities with eight remaining. All facility suitability walkthroughs were completed on October 12th.

[01:23:40] The district-wide community and stakeholder survey closed on October 30th with approximately 5,300 sponsors. So we sent a survey out to Fairfax County employees, parents, students, uh faculty uh gave them roughly two weeks to conduct complete survey it's just one piece of uh what's i'll cover in a later slide of how we're going to do an evaluation the remaining facility condition assessments are scheduled to be completion by november 20th our next major focus is stakeholder engagement and uh integrating that feedback with the technical assist uh assessment

[01:24:14] results so as we see here is you know there's a kind of a four quad chart up in the left corner there is a district-wide survey, which we've already completed. Stakeholder engagement is a critical component for overall assessment process. We are using four engagement channels to ensure the findings reflect both technical assessments and the experiences of those who help us maintain our facilities, who use and help us maintain our facilities. A district-wide survey provides a broad input from the FCPS community. And as we walk through this, going from left to right, these are the processes that we want to go through. So some of this is still being developed, But this is kind of the concept going forward.

[01:24:53] So the plan is to conduct a school board member engagement, do two-by-twos, so to do six of those. So six school board meetings provide opportunities to explain the process and obtain board-level perspectives. These have not been calendared yet, but that's the process of going forward is how we want to do this.

[01:25:13] Looking to have 12 stakeholder interviews that will provide deeper insight from educators and administrators and maintain maintenance personnel and other key stakeholders. So the goal is to have two of these per region as well. We've started to look at some calendar dates of how we would do this, and we'll start working with community engagement and public relations team to do that, to start reaching out to schools to schedule these.

[01:25:38] Six regional engagement events will capture perspectives related to specific facilities, regional conditions, and community needs. Again, there is to have one meeting per each of the six regions Where it's open to the community to come in to receive feedback these activities are intended to complement Technical findings rather than replace them May I ask went give up like is this a January February March time frame for this generally or just kind of rough?

[01:26:05] Okay, so ideally so again, we were we're on the process of hammering out locations and dates and haven't publicly Advertisers yet, so we've reached out to some Selected members within FCPF leadership at the principal level to see how we might do this best at the school level We are interested in you know talking to User level input maintenance personnel and trying to figure out how to best do that So there'll be something forthcoming in the next couple weeks. I'll be able to do that or Engagement suggestions on how to go forward with it. All right in addition to records as mentioned like

[01:26:44] Records walkthrough. Is there also conversations with building managers because even if they haven't submitted a lot of work requests they know their buildings best that's so each walk through the AECOM did go through each of our facilities so there would have been some sort of limited conversation with building managers I don't wouldn't say it was all-inclusive but that the other piece of that is to try to do the stakeholder engagement two per region is to gather some information thank you

[01:27:13] and sorry when when do you anticipate that you'll have data on and and it this includes every school and administrative center correct the scope includes everything everything that's owned owned by the food and and when do you anticipate you'll have that apples-to-apples data for all schools and administrative center kind of like in a spreadsheet or other database however it's gonna look we'll have all that turned into us in February and and this so out all this whole thing will all be everything will be done by February or

[01:27:52] is there more to come after I mean we're we're seeing so though they have a about 77 of the sites inputted now so we're starting to see how that data looks and forms so we're working through that process now but we expect to have everything in well no they will have everything in and be ready for presentation in February. For the CIP presentation? It won't make the CIP so it's gonna make the next CIP because we're working now on CIP that will go forth in December and January and to the county and by March so that is not line to hit the CIP this year. And doesn't that contract include

[01:28:30] development of the next renovation queue? That is an end result. And is that being delivered in February as well? Yes sir. So I'll take a month slide 12 here so the engagement process is designed to run concurrently with a technical assessment. I'm sorry was there? I did have just a question on the stakeholder engagement piece. So is the goal to get more facility data that you might just not be getting with the consultant just hey I want to tell you about the facility I run or my experience in the school or are you looking for like feedback on the framework in which you put the queue in

[01:29:07] saying hey I think you should wait you know structural and safety related deficiencies higher than just the overall FCI score or deferred maintenance backlog like what kind of input are you looking at getting from your stakeholders So I think it's a little bit of both. I don't think the two engagements we're going to have per region, I don't think we're going to get a lot of data. It might be a lot of incidental data like, hey, this is things I'm concerned about. Might be a more emotional kind of impact of these are things I'm concerned about.

[01:29:39] I think the regional meetings that we have with parents and concerned, you know, community will give us their feedback of, I'm concerned that my athletic fields at my school have not been looked at for several years. Or I'm concerned about, you know, certain conditions that I've seen as a parent, you know, within the school.

[01:29:57] So I think we'll get some of that feedback as well. I don't know that we'll get data per se, but it's really interviewing or talking to the maintenance staff to say, hey, these are things that concern me that may not have been picked up through the interview process. Yeah, because I see it almost as two different buckets right there's the actual like physical condition and getting supplemental information on that But then there could be getting feedback on how you want to take that data and create a queue right the way you would Evaluate and prioritize the data So if there's an ability to get information on that versus just hey

[01:30:31] I have concern about a field or a room or something does that make sense it does I mean and you know for me as we prioritize you know so there's a you know kind of a complicated formula that lays out it gets you to a facility condition index so every every building will have an individual rating and you'll get a rating that will go from one to end and you'll see that and there'll be several categories whether it's a critical need you know verse you know fair first you know good so they'll be rated across you know kind of left to right of critical needs so then with what we'll see is a

[01:31:08] and a dashboard is we'll be able to cure uh cue like critical needs within the organization based on the fca and there'll be a cost associated with that and it'll also help us to you know determine what our true deferred maintenance is and then we'll also get an interesting look on what we think the plastic they think our plant replacement value is versus what we say it is yeah that makes sense are you going purely off that fci score then for ranking so there are some criteria within that well yeah so that's more I'm saying is they're gonna be like engagement on what the criteria are in addition to just to appear like FCI oh there's engagement

[01:31:46] internally with the team and engagement probably with the superintendent as well makes sense just me so on the engagement piece again I know that our community is very vocal in some areas and some of the areas we may have a community name may not speak up that much. So I just don't want the situation where we are just listening to the loudest and, you know, strongest voice and, you know, zip code based, you know, assessments and

[01:32:23] and then our priority list is changed because of that. So how do we make sure that doesn't happen? So guys, I've gotten from the superintendent is, you know, the data is the data, right? So we are going through doing a mathematical look for facilities. So it's going to be interesting for me to see, you know, we've had, I've heard voices throughout my, you know, 15, 16 months here about my facility is lagging behind other facilities. So it'd be interesting to see the purpose of, you know, doing a facility condition assessment. You know, looking at this, I would argue, I would say I probably have the staff capable of doing this internally, this type of

[01:33:01] assessment. The question is whether I have, they have the capacity to do it with their normal day day work right but the the beauty of having a third-party entity come do this they provide you a non-biased objective look of what your facility program looks like and so I've done this at other organizations so it's always good to have someone from outside come in and say this is what we see your facility looks like and they're using standard techniques relating to the ATSM right ASTM so it's generally you know work order history how does the age of condition of asset and then so work order age and physical inspection of

[01:33:41] sites those generally three things they look at when they're looking at all the assets so it's standard process going through so a long way to say you know I this isn't in my mind so that's loud voices are going to change the queue the queues are gonna we'll know the queue the data is going to set the queue so what are we doing community engagement for then like what is the actual purpose just studying the community about this is the queue is going to be and still still to provide feedback right get feedback from the community what are they interested in because you know there's still there's there's still some margins in there within it if I don't want to say anything you know just make

[01:34:18] up an example you know it's going into maybe a certain school maybe the there's issues with the gym again athletic fields no hearing that input and seeing how the community's input and is validated against what the third-party contractor saw okay it's the way to kind of validate what was what's the contractor solvers what the people think yeah it does make sense from what you said but I am just like letting know that it becomes like a pressure then on the you know all the school staff and then you know aren't and everybody's

[01:34:57] perspective is different something could be okay for me and and I'll say it's perfectly fine but the other person could say no that's disgusting like this is not a place I would send my my child to so it's

very subjective and you come to bring to community so I I just want even if you take community feedback it should be ratified should be like basically cross check double check whether it's actually the reason they are saying what they're saying thank you thank you so once the full report is completed will you be making those

[01:35:33] reports available to the public and how is that going to be done um the answer is yes I mean the the prioritization from one and absolutely will be made public there'll be some sort of limited information information putting out on a front-facing dashboard as well and I believe the plan is that each school will have its own dashboard page that you go in and look at in each individual school so at what level of detail is that going to be made available I think is going to show again still they're still developing it but I think it's going to show you the major systems within that facility and and how it

[01:36:12] tracks on the red amber green kind of rating line so systems finishes a key you know building envelopes roof you know key systems within within the facility okay thank you all right but continue on so let me see where I was on this slide and so sort of answer your questions like from from now through January to focus on the regional events stakeholder interviews and school board sessions. Information gathered through these activities were reviewed alongside technical assessments. The ultimate objective is to inform and

[01:36:48] develop a school renovation queue. So I'll go on the next line. Sorry one last question on the renovation queue. So will the renovation queue, since it's going to come after the CIP, when... I guess there's no urgency to getting it approved because our current renovation queue continues for at least a couple more years through for like the for getting things into like design phase but will the are you anticipating submitting the renovation queue for approval by the school board in the 2028 CIP so I think ultimately yes but I

[01:37:26] would think once it's once so there's really two queues that we're going to talk about right so there's maybe three queues there's already an existing queue of projects that we haven't finished I think it's roughly eight projects that are still left over from the 2008 queue right and then so we're thinking major construction capital bonding but there's also OFM Office of Facility Management will also have you know limited types projects whether it's fields turf replacement also projects that they do you know there is there are some so we could get in the process of depending on the building what might

[01:38:02] require a full renovation or are we now still still doing a roof replacement at or at a facility are we replacing you know it's a track turf field so then you're gonna have to you know the really two cues that come out of it your capital bonding projects and then the lack of a better term the operational maintenance you know projects as well on that operational maintenance cue I remember I think under Miss Zemanski there was some discussion of there's like multiple cues and the maintenance like there's a turf field cue there's a roof

[01:38:40] cue a chiller cue there's just seems to be a lot of there were a lot of cues but none of them were really and this is my recollection but people are welcome to correct me or you can correct me then none of them were really based on objective data you know it's kind of like we have people have a sense like this might have the most work orders but we didn't have like apples to apples data on all the roofs or all the fields and so sometimes things got shifted in those use it was all subject to appropriations right the available school bond funding but now we can have multiple queues for different things

[01:39:16] like if someone's not going to get a full renovation because our queue or renovation queue for capital budget is 42 years or about then then maybe the maintenance queue can be you know playgrounds or chillers or whatever there can be maintenance queues separate from that for sure there's an art and science how you marry the two together right and so I know we you know turf fields obviously there's stuff that you know we receive money from the county from so there's you know maybe a cue for that as well right and then you know I think for sure within like the turf fields we all we understand uh which ones are failing or close to failing or to a g-max right testing to g-testing g-max testing to all that kind

[01:39:55] of the hardness of the surface right so we know that which ones need to you know just obviously we're in a process of doing Annandale and South County right yeah South County is for sure and I think is Annandale so those were the next up in the queue that we had determined internal that need to be looked at as well so I know if I there's definitely an art and science to that how you marry them together there's I think the queue I think the prioritization will tell us you know which ones are critical and for me the ones that are critical are the ones that we have to look at first but I believe that when like we passed the

[01:40:32] original motion for the facilities condition assessment and included not just like buildings but all the facilities and sports fields and things like that too. So ACOM analyzed everything not just buildings but like turf fields and playgrounds and everything. I had to go back on the playgrounds but for sure the turf fields. Okay thank you. Every component within a school so my guess is there was some look at playgrounds as well. Ma'am? Yeah I Yeah, I mean, I think I remember even previously talking about how to approach the queue.

[01:41:09] I mean, number one, I think it's really incumbent on the superintendent and the staff to tell the board how to approach creating a queue. I mean, if the staff is going to recommend, I mean, I think that would be best. The patterns I have seen lately is the superintendent presents a whole bunch of information and leaves it up to us, and this is not something that we can just wing.

[01:41:31] Like, it has to come down to how much money do we have? the data and like what people want but mostly like I mean the HVACs we are you know I'd love to have that number of how much money we're spending on HVAC repair from our operational budget like this just cannot be something where the board is inundated with a ton of information for us to make sense of it's not gonna work out well and this is too much money for that to happen so you know for the committee and board colleagues I'm not sure what we can do because it

[01:42:07] just doesn't seem like that's the way that work is presented us as of late so I look forward to feedback but there's got to be a plan here for how the board's going to engage this isn't like a one meeting presentation is CPDC going to take this is there are there several work group sections I mean it's it's disappointing that we're not going to have the input for the the February CIP was just looking through some emails and I found a correspondence mr. Dunn and I had gone back and forth and I said hey can we get this in this would be really great and to miss it by like a matter of weeks is really tough but like what's

[01:42:42] the quarterly plan to analyze this probably want to talk to the county partners I mean this is a huge huge deal and when should we start redoing the assessment again what's the cycle for the next assessment so you know the way I see this is a huge project and so if we have to ask the board chair or whatever but like we got to get real about what we're gonna do with this if we actually want to fix our buildings yes ma'am I think the CPDC would be a great place as well to talk through this would it be possible to come I think we

[01:43:20] have me in January is that right it would be possible to come back on January 25th to talk to present on the queue of queues the various queues that might be able to be established at least preliminary thinking so before I say yes or no so so idea of the different cues that would be in the process or are you talking about you want to see racked order one to end type list within those queues I'm not looking to have the list of schools I I would just I'll say when

[01:44:00] mr. Manske was here and I think it was a meeting where of CPD see where two years ago where Miss Macy wasn't present but her deputies were there was discussion of there's queue for this there's queue for that I would just like to have a sense of here's the full list of queues not saying these are all the queues we're going to have and and and you can populate them at a later time I just want to see like the full list of queues for maintenance for capital improvements and and also just understand are we if we have 200 schools

[01:44:38] and 28 administrative centers I assume you know the capital the renovation it will be you know one to 228 and you know roofs will be one to 220 and playgrounds will be one to 220 like just you know or will it be you're only gonna do the top 15 and then you'll update like like we're doing this facility condition assessment for the first time ever for all of our buildings I believe there was for the 2008 my understanding the 2009 Q they just went and looked at schools that had not been that had been renovated before 1990 I think they like

[01:45:17] excluded recently renovated schools for the last 15 years and is that is that right miss man I remember is more like something like Luther Jackson just happened to miss the cut and so this was my recollection but yeah so so just getting a sense of you know will it be ranked 1 to 228 or it will be some subset and it I guess also if you could come back with are you intending to do a future facilities condition assessment I mean I think that's the recommended industry best practice to do it every 10 years or so I don't know so hey sir I

[01:45:54] would say absolutely yes we come back in January with that of what other cues could look and if you're asking my professional experience other locations at the State Department I would do some sort of limited analysis every year I think industry standard would say every three years three to five years you should be doing something okay look at your cues in with the intent of you may need to reprioritize the cues right because something may have happened in that time frame that's pushing something you know to a higher level of criticality and would it be the full exercise like if we waited five years would be the same three to five years or would it be the same extent as what we

[01:46:31] did right now or would be more limited in scope I think it was worth worth doing some analysis on whether it's limited in scope to see what's what's affordable if you're doing something every three to five years probably something less maybe you're doing a third if you're if you're in a cycle if you're doing it every three to five years maybe only doing a third at a time to get through that but the State Department had about half the size of footprint and we're doing it every year same same type of analysis looking at work orders age of equipment and visual inspection that we're going through our property thank - Thank you.

[01:47:03] - All right, I think the next topic-- - Sorry, we have a question. - Just a thought, if you are putting all of the information on a dashboard, as you improve, as you replace equipment in your schools, and you updated the dashboard, you wouldn't necessarily have to do every three years, or every five years, if you were able to update as you go.

[01:47:31] I mean, I'm not saying that you shouldn't do it every five years. I'm just saying that if the dashboard were updated as you go along with replacement of, let's say, rooftop units or whatever you're going to do, then that will keep, at some point, that keeps it updated without having to do a full-scale FCA.

[01:47:55] That's a good point. The one thing I would like to note here is per this contract that we've approved, there isn't a maintenance piece to that, right? So we're getting data back to us. Unfortunately, it's going to be a static load across the dashboard, right? So I asked the staff to go back today to look at what would a maintenance piece of that cost and get confirmation of how can we make minor tweaks to that as we go forward.

[01:48:21] Is it reasonably, you know, is it financially reasonable to ask, you know, the board to support that? Or is that something that's pretty nominal that I can just support out of my operational account? So yes, ma'am.

[01:48:38] It just-- it sounds like we're all kind of circling around the same thing, which is that we can't approach this like we used to, which is do the whole thing at once. Like, that just doesn't-- it's not going to happen. And I'm just wondering if our policies say anything differently. Like, it seems like we need to really look at some stuff.

[01:48:54] But maybe it's in alignment with as we're doing things. But again, I just think trying to do this like we always is not an approach so what do you think? I don't think we have a policy on facilities condition assessments but maybe we need to have a policy. Well and not really the conditions assessment like I mean we have policies on you know maintenance and sustainability there's all these things but we don't I don't know that we have a process written out for like how do we determine what order to take care of our 200 facilities like because it's this is a chance to start

[01:49:32] it fresh but again that cannot be left to the board to just make up it cannot it's a big project some of that you know the next topic man I didn't mean to cut you off some of the next topic we're getting into talks about how we prioritize some of our operational maintenance type projects place yeah but But, I mean, operational and maintenance, again, those things are now eating into our operational costs.

[01:49:59] And when we're talking about whole-scale renovations, that's why the queue is as it is. I mean, it used to be, like on the last board, it was forbidden to adjust the queue. And on this board, well, we bought a new high school. We've done some other things. There is no rhyme or reason.

[01:50:15] It's not even data-driven. So I'm just hard-pressed to think that whatever we have in place now is going to serve us with this beautiful new set of data we're going to get from the conditions of facility of the FCA also I think it's really important that we communicated over to the Board of Supervisors and the county executive as the funders of the capital like they should receive a cup maybe we invite them to the presentation so I have two topics yep and we have ten minutes left one topic might be quicker than the other I'm sure go ahead do you want to so the two topics are capital infrastructure replacement overview

[01:50:54] that's probably going to take a little longer or the cub run update you want me do both let's go through this why don't you just do cub run and we'll postpone the other one until the next meeting okay thank you okay so that's an update on where we are with a cub run elementary school renovation so on March 19 2026 a school board authorized staff to negotiate a contract for architectural and engineering services for cub run elementary school this agreement was executed on May 18th, 2028 with a notice to proceed on June 3rd, 2026. The contract

[01:51:31] includes a conceptual design phase to evaluate alternate approaches to delivering the project. So the design team is evaluating two approaches: a phased occupied renovation, so renovating the existing facility in phases while maintaining school operations, or doing a new construction, constructing a new school building while the existing school facility remains operational followed by a transition from one building from the old building to the new building this evaluation will inform the selection the selection is currently going on or that the evaluation is currently going on what selection of the preferred project approach before advancing into schematic

[01:52:11] design so currently we've received that information and where staff is evaluating it and the plan is to come back to the board mid to late December on process we think is best either phase-occupied renovation or new construction the current project status the project remains in the conceptual design phase which is anticipated and conclude as I mentioned by the end of November this month following the completion of this phase a project will transition into schematic design based you know following direction we get from board so I'm good as mistakes it so thank you for the update and real quick

[01:52:50] up run is a solid district school so it I have a lot of interest in how this project is going to come about and the I really like the idea of two two approaches and by speaking to the community and the PTA I know they're interested in having a parallel construction if possible and so the school just is not disrupted and Cobra does have that space to do that now where would these my question was where would the actual construction be done if we go through that you know another like a secondary building if you're constructing a secondary building there where would they be actually go in the

[01:53:29] site because they're baseball fields and those fields the green area would so whatever open airing exists I mean we'll look to find the one that's the least obtrusive but it would go in that open area build new then tear down existing for the existing facility and build back the fields that needed that needed to be there okay so do we have to tear down the building because of the fire so we're still looking at that so that we have some competing information so we haven't been told we can't do it we haven't been really told we could do it so we're still seeking additional information on that I know I've had some conversations with mr. done about this as well and other folks so I'm reaching

[01:54:06] to my staff to see whether we'll be able to have either two competing sets of FAR or the one set of FAR will suffice for this whether it's a build build new and tear down later could we go back to the community like you said December it might have some responses or results January timeframe because I know they they wanted us to go to their PTA meeting with you know with the facilities team and talk to the community um so well I'm prepared to we're staffs preparing to present to the board on which path is most feasible yeah in the

[01:54:45] mid to late December so I think generically the that would work maybe early January for sure to go back to the community because I would like to take their consensus or their input in as well before we do the vote on it okay Thank you and and mystics that I I'm trying to get confirmation in writing from the county officials that we can build a new building next to an existing building without violating the fire or any permitting rules I had a quick quick

[01:55:25] comment thank you for the presentation I appreciate that I I just wanted to say think the status updates are helpful but to I think to fully utilize the committee the time of the committee it'd be helpful for future presentations to define a question for the committee a decision that we can have input on because

at this point it just seems like I'm getting status updates which are great but I think in to utilize everybody's time it would be helpful to define a decision and and allow us to provide input on that decision so so for

[01:56:03] instance this this idea of how we're prioritizing across the portfolio I think I think that's an opportunity where we could actually help to define that process anyways I just wanted to say that thank you thank you that's very valuable I'd also welcome in input by other community members on how we can make greatest use of your expertise. Yes go ahead. For myself I feel like I'm not

[01:56:39] fully understanding all the constraints, you know, mainly budget being the biggest one. So I have what I sort of think is there's going to be a ton of analysis. It's going to show you know what everyone knows already which is like there's a lot of upgrade renovation needs, a lot of outdated facilities, and There will be only a fraction of them that will be able to be Achieved because of the constraints on the budget. So I guess I'm trying to figure out what it would be helpful to have sort of a full understanding of the constraints and then

[01:57:17] Sort of a definition of the problem I guess and then maybe specific Decisions that we could best utilize or best be helpful That's very helpful. I think there's some past presentations within the past year or two Mr. Manske made one in particular which had a slide deck which had you know I think it was to fully catch up to a 20 to 25 year renovation cycle for school construction renovation We'd need something like ten billion dollars. I think so

[01:57:53] And we have 230 million dollars a year we have from school bonds and that's for all school construction and renovation so that's our major constraints, but there are some slides and we'll put together and circulate it to CPDC members just so you can review and then if you have thoughts about we can always Ask mr. Gordon or staff to provide some kind of brief presentation on you know To bring you guys up to speed on kind of FCPS from a budget and other perspectives so you understand the constraints and I do love the idea thank you very much for

[01:58:31] the suggestion that decisions or questions this is a new format so I am looking for your active participation and how to be most helpful and constructive in soliciting your experience and your expertise hey sir miss Marin - I think Anthony is kind of heading out as well what drives priority I could take a minute yeah so this the slide was part of the kind of what we how do we how do we drive what drives priority across our facility footprint so this was is more geared towards the O&M side of the house but it does apply to the capital side as well so what you see here is our

[01:59:10] replacement need once our placement needs are identified we evaluate their relative priority using four principal considerations we look at first health life safety particularly whether a deteriorating system creates risk for students staff and other building occupants second is the likelihood the system failure and potential disruption to instruction or school operations third is the maintenance burden burden included including reoccurring repairs rising maintenance costs limited replacement part availability and finally we consider whether the asset is in its expected lifecycle these factors

[01:59:45] are helpless distinguish between systems that require immediate attention and those that also can be managed through continued maintenance so that's you know As we look across the O&M piece of it That's how we prioritize that type of work and obviously you never get it never always get it right There's always some sort of you know failure that occurs and you're immediately trying to replace that You know whether that's a rooftop unit at McLean high school or somewhere else right so we're failures Do get in the

mix there somehow, but that's that. Thank you Any further questions before we adjourn for tonight? No. All right. Well, thank you so much everyone for your time

[02:00:24] the November 16th 2026 meeting of the Fairfax County School Board CPDC is adjourned at 7:30 p.m. the next meeting of the comprehensive planning and development committee will be held on January 25th 2026 at 5:30 I wish everyone happy holidays happy Thanksgiving happy any holidays you celebrate in December