



**PUBLIC WORKS
FACILITIES MANAGEMENT DIVISION
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INDEPENDENCE, MO 64050
816-881-3258**

MEMO

To: Finance and Purchasing Department
From: Robert Rives, Deputy Director of Facilities Management
Date: July 30, 2025
Re: Johnson Controls, Inc. HVAC Systems

This memorandum is being prepared and submitted to request the use of Johnson Controls, Inc. (JCI) as an existing government contract vendor for HVAC parts relative to the Facilities Management Division's (FMD) needs.

The Jackson County Downtown Courthouse, the Jackson County Detention Center and several other buildings have proprietary JCI HVAC systems, controls and units that cool and heat the buildings. The current HVAC term and supply contract between Jackson County and Johnson Controls is based on their GSA contract. GSA pricing requires a certain percentage of costs to be "listed" in their GSA contract. The products and services that they supply often include third-party materials (e.g. valves, pipe, wire, etc.) and/or subcontractors (e.g. electrical, hoisting, insulators, etc.) that are not listed under the Johnson GSA contract, which means they aren't able to use this vehicle for their projects.

Sourcwell is a more flexible cooperative purchasing vehicle, which they have used regularly. It would also allow them to use prescribed pricing for third-party labor and material when needed to support HVAC projects with the County. Pricing under Sourcwell is typically more favorable to the customer, which would be a bonus for the County. It's also easier for them to work with, meaning faster estimates up front and smoother/faster processing on the back end of projects.

I am requesting Johnson Controls, Inc. be designated as the Term and Supply distributor for the proprietary HVAC equipment and service for FMS.

Your consideration in this matter is greatly appreciated.

Professionally,

Robert Rives
Deputy Director of Facilities Management