



January 18, 2012

Mr. Farrell
Tampa Sports Authority
4201 N Dale Mabry HY
Tampa, FL 33607

Re: Planned HVAC Maintenance Agreement Renewal Notice

Dear Mr. Farrell:

Thank you for choosing Johnson Controls, Inc. to service your facility. We appreciate your business and look forward to another year in our partnership.

As stated in our agreement, your Planned Service Agreement 2 year option (June 1, 2012 through May 31, 2014) will renew June 1, 2012 for the 1st year annual sum of \$343,496, however, if paid within 30 days of invoice a 4% discount applies and contract amount will be \$329,756 as per your agreement. The 2nd year annual price from June 1, 2013, will be \$357,236, however, if paid within 30 days of invoice a 4% discount applies and the contract amount will be \$342,947 as per your agreement. Annual contract and event labor rates reflect a 4% increase effective on June 1, 2012 as per the agreement for mechanical services, section 4 using the Consumer Price Index for the South Urban Region. Please see attached pricing sheet and U.S. Bureau of Labor Statistics data for details. As a valued customer of Johnson Controls there will no rate increase to the non event billable rates, and we will revalidate the 2008 Tampa Sports Authority's energy audit.

At Johnson Controls, our core values revolve around customer satisfaction. As part of our effort to provide you with the ultimate service experience, we survey our customers on a regular basis to obtain measurements of our performance. We strive for service excellence and work to continuously improve based on your feedback. Our agents, technicians and leaders will make every effort to:

- Deliver technical expertise and resources
- Be a solid business partner
- Respond quickly to your needs
- Keep you informed
- Be professional and committed

If you have any questions about your service agreement, or we can be of any assistance to you, please do not hesitate to contact us.

Sincerely,
Johnson Controls – Tampa Service Branch

A handwritten signature in blue ink that reads "Chris Jacquot".

Chris Jacquot
Truck Based Service Manager



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Re: Renewal Pricing Sheet

Original 5 year price proposal with 2 year option

Year 1	Year 2	Year 3	Year 4	Year 5	Option Year 1	Option Year 2
\$293,454.00	302,258.00	\$311,326.00	\$320,665.00	\$330,285.00	\$343,496.00	\$357,236.00

	Existing	Existing with 4% discount
Contract June 1, 2012 to May 31, 2013	\$343,496.00	\$329,756.00
Contract June 1, 2013 to May 31, 2014	\$357,236.00	\$342,947.00

Event Day Labor Rates

Project Manager **\$135.00** per hour

HVAC/R Technician **\$130.00** per hour

Billable Labor Rates

Controls Technician during normal business hours **\$112.00**

Controls Technician during overtime hours **\$168.00**

HVAC/R Technician during normal business hours **\$81.00**

HVAC/R Technician during overtime hours **\$121.50**