



December 4, 2025

**TO:** THE DISTRICT BOARD OF TRUSTEES OF VALENCIA COLLEGE

**FROM:** DR. KATHLEEN PLINSKE  
President

**RE:** AWARD OF CA 2026-19, BLUE FRONTIER INSTALLATION, EAST CAMPUS,  
BUILDING 1A

With the outside air system at East Campus, Building 1A nearing end-of-life, Valencia College seeks approval to install a Blue Frontier Dedicated Outdoor Air System (DOAS) rooftop HVAC unit at East Campus, Building 1A. The DOAS will deliver 100% outdoor air and improve ventilation, humidity control, and indoor air quality by separating the ventilation load from the building's primary HVAC system. This unit is part of a technology research partnership among Valencia College, the Department of Energy, and Duke Energy, under which the College will support the pilot by removing existing ductwork and installing new outdoor supply and exhaust ductwork, electric duct heaters, an exhaust fan, terminal units with reheat, and all associated piping and roof penetrations.

To facilitate this procurement, Valencia utilized the Cooperative Agreement process, which allows the College to leverage existing public entity contracts with pre-negotiated pricing, in accordance with Florida law. Valencia obtained pricing from two qualified HVAC suppliers, MSI- Mechanical Services and Climate Control Mechanical Services, for the installation, including coordination with the College's controls and electrical contractors and full testing, balancing, and commissioning. After reviewing both responses for scope alignment, technical requirements, and cost, the Facilities team determined that MSI-Mechanical Services offers the best overall value for the project. MSI's proposal was approximately eight percent lower than the second quote and still outperformed the cooperative contract pricing, confirming that their offer represents the most competitive option available.

In accordance with applicable law and College policy, Valencia is leveraging the Lake County Schools Contract, ITB # 20-0405-B-AR, Chiller Preventative Maintenance HVAC Repair, New Equipment Purchase and Installation with MSI- Mechanical Services to install the Blue Frontier Dedicated Outdoor Air System for a total cost of \$402,301.00. The project provides a turnkey solution for the installation of the new Dedicated Outdoor Air System.

**RECOMMENDED ACTION:**

The President recommends that the District Board of Trustees of Valencia College authorize the College to enter into an agreement with MSI- Mechanical Services for the installation of the Blue Frontier Dedicated Outdoor Air System at the East Campus, as presented.

  
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President