

MEMORANDUM

To: Claudia Hager, Durham County Manager  
Maurice Jones, Deputy County Manager  
Motiryo Keambiroiro, General Services Director

From: General Services

Date: May 25, 2026

**Subject:** Justification for Awarding Separate Heating and Cooling Service Contracts

**Justification:**

General Services is requesting approval to award the yearly heating service contract to **Brady** at a cost of \$104,985.17 and the yearly cooling service contract to **Johnson Controls International** at a cost of \$99,462.19

The proposal was structured to separate the heating and cooling service contracts to improve service, technical support, responsiveness, and potential cost savings for Durham County. This approach allows the County to award each service category to the best qualified vendor in that specialty. Awarding separate contracts also helps prevent the County from relying on one general HVAC vendor that may provide broad service but may not have the same level of experience, diagnostic skill, or technical strength needed for both heating and cooling systems.

Each company demonstrated qualifications and experience within its respective area of HVAC service. Given the recent operational challenges along with repair costs, that involve both the heating and cooling systems, separating the contracts is in the best interest of Durham County.

This approach supports the responsible use of County funds while improving HVAC service quality, system reliability, and operational support for County facilities. Specialized service and proper diagnostics can help reduce unnecessary repairs, limit repeat service calls, decrease equipment downtime, avoid unnecessary replacement costs, and support proper long-term maintenance.

Based on the evaluation, General Services recommends awarding separate heating and cooling service contracts because this course of action serves the County's mission, resources, and community.

cc: Dwayne Cofield, Project Facilitator II  
Shawn Swiatocha, Assistant Director of General Services