

MANATEE COUNTY GOVERNMENT

REVISED NOTICE OF INTENT TO NEGOTIATE

RFQ NO./TITLE	23-R081706CD Guaranteed Energy, Water, and Wastewater Performance Savings Contracting Services	DATE POSTED	MC _____ DS _____	CC _____ BIDSYNC _____
PROCUREMENT REPRESENTATIVE	Chris Daley- Procurement Project Manager	DEPARTMENT / DIVISION	Utilities Department	
AUTHORIZED BY	Jacob Erickson, Purchasing Official	SIGNATURE DATE	Jacob Erickson, MBA, CPPO, NIGP- CPP	<small>Digitally signed by Jacob Erickson, MBA, CPPO, NIGP-CPP Date: 2023.12.12 15:58:49 -05'00'</small>

NOTICE OF INTENT TO NEGOTIATE

The Manatee County Procurement Division provides notice of its intent to negotiate a contract with Johnson Controls, Inc. for the provision of guaranteed energy, water, and wastewater performance savings contracting services.

ENABLING/REGULATING AUTHORITY

Manatee County Procurement Ordinance, Sec 2-26.

BACKGROUND/EVALUATION

The County requested proposals from qualified firms for the provision of guaranteed energy, water, and wastewater performance savings contracting services for the following two projects:

Project #1 – Study and implementation of a project to make use of the methane gas that is produced at the Lena Road Landfill.

Project #2 – Study and implementation of a project to institute Advanced Metering Infrastructure (AMI) in Utilities.

The main objectives for the Lena Road Landfill project is to make use of all of the methane produced at the landfill, providing a continuous source of revenue to the County, without involving County resources to build or operationally manage the project.

The main objective for the Advanced Metering Infrastructure (AMI) Project is to convert all potable and reclaimed water meters to advanced metering infrastructure to provide enhanced revenue collections and lower operational costs.

The selected Proposer(s) (hereinafter referred to as PSC for Performance Savings Contractor) will enter into a contract(s) to provide investment-grade energy performance audit(s) for one or more of the projects listed above and provide a comprehensive energy efficiency and guaranteed savings report(s) which meet the requirements of Section 489.145 of the Florida Statutes.

The solicitation was advertised on the Manatee County website and DemandStar. It was also provided to the Manatee County Chamber of Commerce and the Manasota Black Chamber of Commerce for release to its members. Responses were received from the following firms:

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| 1. Amerseco, Inc.; Tampa, FL | 4. Johnson Controls, Inc.; Tampa, FL |
| 2. Energy Systems Group, LLC; Newburgh, IN | 5. LES project holdings, LLC; Juno Beach, FL |
| 3. Engie Services US, Inc.; Ft. Lauderdale, FL | |

The following firms were deemed non-responsive/non-responsible: 1. Terreva Renewables, LLC; Atlanta, GA and 2. Vision RNG; Canonsburg, PA

EVALUATION COMMITTEE MEMBERS:

Chris Daley- Procurement Project Manager Procurement Division, non-voting
Katherine Gilmore Deputy Director- Utilities Department

Chris Collins Solid Waste Deputy Director, Utilities Department
Bill Bowers Utility Senior Services Fiscal Manager, Financial Management Department

EVALUATION SUMMARY:

1. Study and Implementation of a project to make use of methane gas that is produced at the Lena Road Landfill (Exhibit 3)

The Evaluation Committee first convened on August 3, 2023 and conducted technical evaluations of the responsible, responsive, proposals received for this project. On August 11, 2014, the committee conducted interviews with the short-listed firms of Ameresco, Inc., Engie Services US, Inc., and Johnson Controls, Inc. The Evaluation Committee met on August 14, 2023 for discussion of the follow up questions, interviews, final technical evaluations, and ranking of the firms as follows:

- 1. Johnson Controls, Inc.
- 2. Ameresco, Inc.
- 3. Engie Services Us Inc.
- 4. LES Project Holdings, LLC

2. Study and Implementation of a project to institute Advanced Metering Infrastructure (AMI) in Utilities (Exhibit 4)

The Evaluation Committee first convened on August 3, 2023 and conducted technical evaluations of the responsible, responsive, proposals received for this project. On August 11, 2014, the committee conducted interviews with the short-listed firms of Energy Systems Group, LLC and Johnson Controls, Inc, with Ameresco, Inc. declining the interview. The Evaluation Committee met on August 14, 2023 for discussion of the follow up questions, interviews, final technical evaluations, and ranking of the firms as follows:

- 1. Johnson Controls, Inc.
- 2. Energy Systems Group, LLC
- 3. Ameresco, Inc.
- 4. Engie Services Us Inc.
- 5. LES Project Holdings, LLC

At its meeting on November 14, 2023, the Board of County Commissioners rejected the Agreements with Johnson Controls, Inc. and directed staff to negotiate with the number two firm for each project.

At its meeting on December 12, 2023, the Board of County Commissioners revised their decision of November 14, 2023 and directed staff to negotiate with the number one ranked firm for each project.

The Procurement Division and Utilities Department request authorization to enter into negotiations with the following firm:

- 1. Johnson Controls, Inc. for both proejcts

ATTACHMENTS (List in order of attached)	Exhibit 3- Final Ranking Summary	Exhibit 4- Final Ranking Summary	
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<p align="center"><u>Technical Evaluation Form</u> for</p> <p>Solicitation Title:Guaranteed Energy, Water, and Wastewater Performance Contracting Services- EXHIBIT 3- Lena Road Landfill Gas Project</p> <p>RFQ No.:23-R071806CD Advertise Date: 5/26/2023</p> <p align="center">Manatee County Government Procurement Division Bradenton, FL</p>	<p align="center">Proposer & Team’s Experience</p>	<p align="center">Approach</p>	<p align="center">Organizational Structure and Capacity</p>	<p align="center">Similar Completed Projects</p>	<p align="center">TOTAL</p>	<p align="center">Initial Ranking</p>
	25	25	25	25	100	
AMERESCO, Inc.	18.67	16.67	17.33	19.33	72.00	2
Engie Services US, Inc.	19.00	18.33	19.33	13.67	70.33	3
Johnson Controls, Inc.	24.67	23.33	22.33	18.33	88.67	1
LES Project Holdings (Nextera)	10.00	9.00	10.00	5.67	34.67	4

Technical Evaluation Team Members: Chris Collins, Katherine Gilmore, Bill Bowers

Procurement Representative: Chris Daley

<p align="center"><u>Technical Evaluation Form</u> for</p> <p align="center">Solicitation Title: Guaranteed Energy, Water, and Wastewater Performance Contracting Services- EXHIBIT 4 AMI Meters- Utilities Project</p> <p align="center">RFQ No.: 23-R071806CD Advertise Date: 5/26/2023</p> <p align="center">Manatee County Government Procurement Division Bradenton, FL</p>		Proposer & Team's Experience		Approach		Organizational Structure and Capacity		Similar Completed Projects		TOTAL		Initial Ranking	
	25	25	25	25	25	100							
AMERESCO, Inc.	15.00	16.00	16.00	14.33	61.33	3							
Energy Systems Group, LLC	21.00	22.33	21.00	17.67	82.00	2							
Engie Services US, Inc.	15.00	14.00	12.33	11.00	52.33	4							
Johnson Controls, Inc.	22.67	22.33	21.67	23.33	90.00	1							
LES Project Holdings (Nextera)	7.67	5.00	7.33	5.67	25.67	5							

Technical Evaluation Team Members: Chris Collins, Katherine Gilmore, Bill Bowers

Procurement Representative: Chris Daley