

MANATEE COUNTY GOVERNMENT
SOURCE SELECTION

SUBJECT	Energy Performance Contracting Services	DATE POSTED	April 11, 2012 ¹⁴
PURCHASING REPRESENTATIVE	Blair C. Getz x 3053	DATE CONTRACT SHALL BE AWARDED	April 18, 2012 or after
DEPARTMENT	Financial Management, Purchasing Division	CONSEQUENCES IF DEFERRED	Delay in acceleration of project
SOURCE RECOMMENDATION	Request for Proposals #11-3251BG	AUTHORIZED BY	Melissa M. Wendel, CPPO
		DATE	April 11, 2012

ACTION DESIRED

Authorization to enter into negotiations to provide Energy Performance Contracting Services for ESCO Energy Infrastructure Project with the top two (2) ranked firms, Ameresco, Inc. of Tampa, FL and FPL Services, LLC, of West Palm Beach, FL

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)

Manatee County Code of Laws

BACKGROUND/DISCUSSION

- Manatee County ("County") solicited qualifications and proposals from one or more qualified and experienced Energy Service Companies ("ESCOs" or "Proposers") capable of performing Investment Grade Energy Performance Audits and Comprehensive Energy Management and Energy-related Capital Improvement Services for various County buildings, structures, and facilities for the County's Energy Performance Program, and on an as-needed basis, financed through guaranteed costs savings achieved from the improvements.
- Funding Source: Building Capital Projects Reserve

Continued on page 2

SUMMARY

Authorization to negotiate Agreements with the selected firms to provide Energy Performance Contracting Services at the direction of the Property Management Department.

RESULTS

at the direction of the Property Management Department.

ATTACHMENTS: (List in order as attached)

N/A

INSTRUCTIONS TO BOARD RECORDS:

N/A

COST

To be determined through negotiations

SOURCE (ACCT# & NAME)

To Be determined

COMMENTS

N/A

AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)

N/A

- There are no Manatee County firms that qualified to submit a Proposal as the primary Proposer due to the specialized nature of this project.
- Proposals were received from the following firms:
 - Ameresco, Tampa, FL
 - FPL Services, West Palm Beach, FL
 - Energy Systems Group, Clearwater, FL
 - BGA Inc., Tampa, FL
 - Trane, Tampa, FL
 - Siemens, Tampa, FL
- 12/9/11-1/27/12, the appropriate proposal procedures were followed. The RFP was advertised on Manatee County's website, provided to the Manatee County Chamber of Commerce for release to members, the Bradenton Herald, Tempo News, and DemandStar.
- The Evaluation Committee Members consisted of:
 - Charlie Bishop, Director, Property Management Department
 - Jeff Streitmatter, Project Management Division Manager, Public Works Department
 - Blair Getz, Contracts Negotiator, Purchasing Division, Financial Management Department
- The Evaluation Committee convened March 1, 2012 to review and short list firms from the six (6) proposals received. The Committee after considerable deliberation voted to short list Ameresco, Inc., FPL Services, LLC and Trane U.S. Inc., to provide Oral Presentations.
- The firms not selected may have strengths in the Request for Proposal criteria that were not related to the potential economic stimulus for Manatee County. However, as stated in the solicitation document, all of the criteria specified in the Request for Proposals were utilized in making the selection determination.
- 3/30/12 Oral Presentations took place with the three (3) short listed firms.
- 4/6/12 An Evaluation Committee meeting was held to discuss the Oral Presentations and which firm or firms would best fulfill the obligations as presented in the Request for Proposal. It was concluded through unanimous vote that it is in the best interest of the County to enter into negotiations with the top two (2) ranked firms, in alphabetical order as follows:
- **Ameresco, Inc.**, one of the top two ranked firms demonstrated exceptional qualifications and an excellent understanding of the requirements to deliver a project successfully and in a time frame acceptable to the County. The team assembled by this firm was in attendance at the Oral Presentation and presented themselves as truly competent professionals. They affirmed their commitment to Manatee County businesses' involvement in as many aspects of the project as feasible.

Ameresco has produced numerous successful projects and has never failed to meet a guaranteed savings commitment. This is a nationally known firm with an impeccable reputation that has gained recognition by the White House for their work with Energy Saving Contracting Projects.

The method this firm utilizes for baseline energy audits or the measure and verification protocol is the International Performance Standards. This is the professional standard for energy savings and is the protocol to use in the industry. FPL, listed below, utilizes this same standard. All questions proposed to this firm by County Staff were answered to the complete satisfaction of the Committee.

- **FPL Services, LLC**, one of the top two ranked firms, is considered in the industry as highly competent and extremely qualified to deliver a successful project with over twenty years (20) experience in Energy Savings Contracting. They met the County expectations in all critical areas of the Request for Proposal. The team assembled by this firm was in attendance at the Oral Presentation and answered all questions posed in a responsive, confident and knowledgeable manner. They too affirmed their commitment to Manatee County business involvement in most aspects of the project. FPL never failed to meet a guaranteed savings commitment. FPL's past successful experience in working with all Departments within the County is and will be a continued asset in the performance of this Project.
- **Trane U.S., Inc.** Although a firm highly regarded nationwide, fell short in their Presentation of the Committee's expectations. The questions presented to this firm were not answered to the County's satisfaction and it was felt by the Committee that these questions were not given a high priority by this Presenter. A matter of considerable concern for the Committee was the fact that any negotiated Agreement would not be under the control of the local Trane office.
- This project will be managed by the Property Management Department.