

# SOLICITING AND EVALUATING ENERGY MANAGEMENT SERVICES AND SOLUTIONS FOR IMPROVEMENT OF ENERGY EFFICIENCY AND INFRASTRUCTURE UPGRADES AT THE UNIVERSITY MEDICAL CENTER CAMPUS; RFP #962-4952



County of Fresno  
 COUNTY ADMINISTRATIVE OFFICE  
 GENERAL SERVICES  
 ARPI K. APKARIAN  
 DEPUTY DIRECTOR

June 24, 2011

## NOTICE

### REQUEST FOR PROPOSAL NUMBER 962-4952 ENERGY SERVICES CONSULTANT FOR UMC CAMPUS NOW AVAILABLE

The County of Fresno has issued Request for Proposal Number 962-4952, which solicits proposals for *Energy Services Consultant for UMC Campus*. This bid closes on **August 2, 2011 at 2:00 P.M.**

A pre-bid Vendor Conference will be held on July 15, 2011 at 9:00 A.M. at:

County of Fresno Purchasing  
 4525 E. Hamilton Avenue, 2<sup>nd</sup> Floor  
 Fresno, California 93702

A copy of the RFP document is available at Purchasing or may be downloaded from the Fresno County Web site <http://www2.co.fresno.ca.us/0440/Bidshome2.asp>.

Follow all instructions when downloading to ensure that your company is added to the official list of potential bidders. Only vendors on that list will be advised of future notices pertaining to the RFP, including addendums.

Please contact Ken Vozza, Purchasing Supervisor, of the Purchasing Staff at (559) 600-7110 or email [CountyPurchasing@co.fresno.ca.us](mailto:CountyPurchasing@co.fresno.ca.us) with any questions.

KAV:jeb

F:\BADMIN1 ACTIVE RFQS & BOSUMC ENERGY CONSULTANT\962-4952 BID NOTICE.DOC

4525 East Hamilton Avenue / Fresno, California 93702-4599 / Phone (559) 600-7110 / Fax (559) 456-7831  
 Equal Employment Opportunity • Affirmative Action • Disabled Employer

## COUNTY OF FRESNO REQUEST FOR PROPOSAL

NUMBER: 962-4952

### ENERGY SERVICES CONSULTANT FOR UMC CAMPUS

June 24, 2011

ORG/Requisition: 8939/1321101137 PURCHASING USE: F:\BADMIN1 ACTIVE RFQS & BOSUMC ENERGY CONSULTANT FOR UMC CAMPUS  
 IMPORTANT: SUBMIT PROPOSAL IN SEALED PACKAGE WITH PROPOSAL NUMBER, CLOSING DATE AND BUYER'S NAME MARKED CLEARLY ON THE OUTSIDE TO:

COUNTY OF FRESNO, Purchasing  
 4525 EAST HAMILTON AVENUE, 2<sup>nd</sup> Floor  
 FRESNO, CA 93702-4599

**CLOSING DATE OF BID WILL BE AT 2:00 P.M., ON AUGUST 2, 2011.**

PROPOSALS WILL BE CONSIDERED LATE WHEN THE OFFICIAL PURCHASING TIME CLOCK READS 2:00 P.M. Proposals will be opened and publicly read at that time. All proposal information will be available for review after contract award.

Clarification of specifications is to be directed to: Ken Vozza, phone (559) 600-7110, e-mail [CountyPurchasing@co.fresno.ca.us](mailto:CountyPurchasing@co.fresno.ca.us), fax (559) 456-7831.

GENERAL CONDITIONS: See "County Of Fresno Purchasing Standard Instructions And Conditions For Request For Proposals (RFP'S) and Requests for Quotations (RFQ'S)" attached. Check County of Fresno Purchasing's Open Solicitations website at <http://www2.co.fresno.ca.us/0440/Bidshome2.asp> for RFQ/RFP documents and changes.

#### BIDDER TO COMPLETE

UNDERSIGNED AGREES TO FURNISH THE COMMODITY OR SERVICE STIPULATED IN THE ATTACHED PROPOSAL SCHEDULE AT THE PRICES AND TERMS STATED, SUBJECT TO THE COUNTY OF FRESNO PURCHASING STANDARD INSTRUCTIONS AND CONDITIONS FOR REQUEST FOR PROPOSALS (RFP'S) AND REQUESTS FOR QUOTATIONS (RFQ'S) ATTACHED.

Except as noted on individual items, the following will apply to all items in the Proposal Schedule.

1. Complete delivery will be made within \_\_\_\_\_ calendar days after receipt of Order.
2. A cash discount \_\_\_\_\_ % \_\_\_\_\_ days will apply.

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

TELEPHONE NUMBER \_\_\_\_\_

FACSIMILE NUMBER \_\_\_\_\_

E-MAIL ADDRESS \_\_\_\_\_

SIGNED BY \_\_\_\_\_

PRINT NAME \_\_\_\_\_

TITLE \_\_\_\_\_



## **UMC Energy Project GOALS:**

- **Save energy;**
- **Reduce greenhouse gas emissions;**
- **Reduce utility and operating costs, maintenance costs & capital equipment expenditures;**
- **Reduce dependence on grid-based power procurement.**
- **Paid for out of energy savings, rebates and incentives, grants, through power purchase agreements or other viable means.**

Energy Conservation/Alternative Energy Project pursuant to California  
Government Code 4217.10 – 4217.18

- Implements Section 25008; Public Resources Code
- Flexibility structuring Agreements and financing projects
- Develop energy conservation, cogeneration and alternative energy resources at public agencies.
- Anticipated costs will be less than the anticipated costs that would have been consumed by agency in absence of project(s).
- Acquisition, production or conversion of energy from alternate sources as its primary fuel source:

## **May include but not limited to:**

- Solar;
- Biomass;
- Wind;
- Geothermal;
- Hydroelectricity under 30 megawatts;
- Remote natural gas of less than one billion cubic feet estimated reserves per mile from an existing gas gathering line;
- Natural gas containing 850 or fewer British Thermal Units per standard cubic foot;
- Any other source of energy, the efficient use of which will reduce the use of fossil or nuclear fuels.
- Cogeneration Equipment
- Conservation Measures

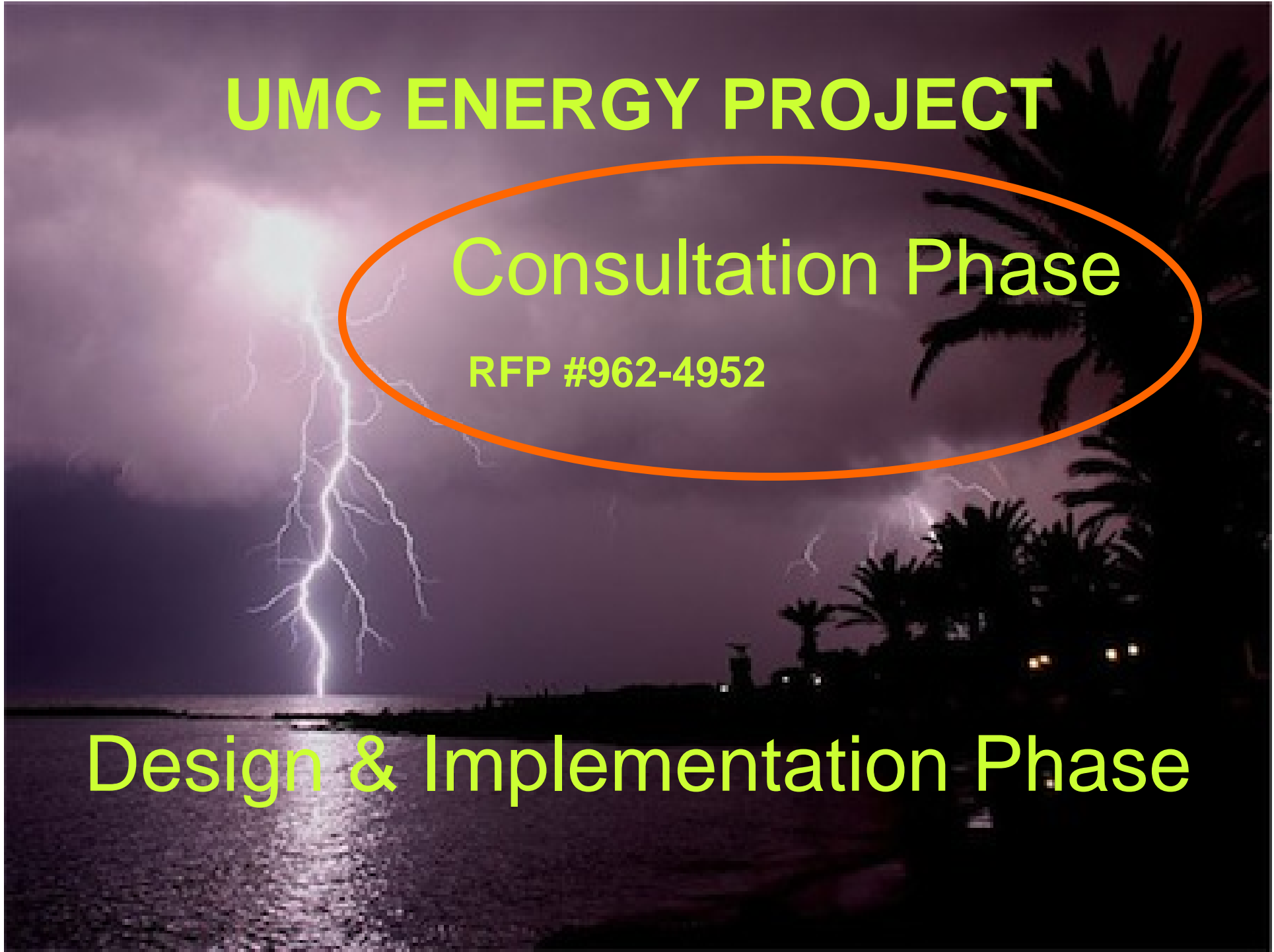
New construction, rehabilitation, reconstruction, retrofit, reconfiguration.

# UMC ENERGY PROJECT

Consultation Phase

RFP #962-4952

Design & Implementation Phase





# Looking For:

- Energy Services Consultant (ESCO);
- Experience with Performance Based Utility Infrastructure Projects;
- Experience with Investment Grade Energy Audits
- Engineering expertise
- Materials testing and/or knowledge of cutting edge products.
- Understanding of Energy Management Services
- Knowledge of environmental issues and legislation
- Neutral third party

**RFP #962-4952**

# ✓ To Do List

- 1. Comprehensive Investment-Grade Energy Audit;**
- 2. Develop energy baseline**
- 3. Develop & Prepare a Request for Proposal (RFP)**
- 4. Identify pool of qualified Energy Services Companies (ESCO)**
- 5. Vendor conference;**
- 6. Evaluate bid responses using expertise:**
- 7. Consultation to choose vendor;**
- 8. Monitoring & Verification - Energy Project.**

# American Recovery & Reinvestment Act 2009 (ARRA) Funding

- Consultant must have a DUNS number  
<http://fedgov.dnb.com/webform>
- Cost limitation
- Time limitation





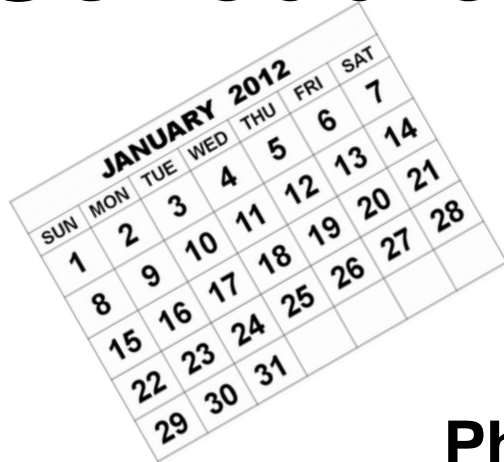
**The Energy Efficiency and Conservation Block  
Grant (EECBG) Program  
funded by the  
American Recovery and Reinvestment Act  
(Recovery Act) of 2009**

<http://www1.eere.energy.gov/wip/guidance.html>



**Budget  
\$120,000**

# Schedule



JANUARY 2012						
SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

## Phase I: Energy Audit & RFP

- Comprehensive Energy Audit
- Establish Baseline Data
- Develop long term infrastructure & utility strategy
- Write Request for Proposal (RFP)
- Develop ESCO mailing list for RFP
- Complete by **January 30, 2012**

## Phase II: Hiring ESCO

- Pre-bid conference for ESCO
- Review & evaluate bids
- Recommend vendor award to Board of Supervisors
- Negotiate Agreement;
- Develop construction documents to implement development of the first construction phase.

## Phase III: Construction / Verification

- Secure permits;
- Construction;
- Commission the installation;
- Monitor ESCO performance;
- Verify Savings.



	Personnel	Activity	Estmtd # Hours	Hrly Rate	Total	Is the amount in the Total column a "Not to Exceed" amount? State yes or no.
1. Developing Baseline Energy Assessment						
2. Develop a Request for Proposal						
3. Evaluate ESCO Bid Submissions – Consultation with County						
4. Developing Energy Retrofit Agreement – Consultation with County						
5. Monitoring Installation and Verification						
6. Other						

DO NOT USE  
Replaced by Addendum

Identify all other fees charges, reimbursables, etc. This is meant to include, but in no way be limited to, Administration Costs.

**Identify ALL other fees, charges, reimbursable costs, etc. This is meant to include but not be limited to Administrative costs. Add rows as needed.**

	Personnel	Activity	Estimated # Hours	Hourly Rate	Total \$	Is "Total \$" column a "not to exceed" amount? Yes/No
<b>PHASE I</b>						
Comprehensive Energy Audit						
Establish Baseline Data						
Develop Long-term campus-wide Intrastructure and Utility Strategy						
Prepare RFP for ESCO						
Assemble ESCO mailing list						
<b>PHASE II</b>						
Pre-bid Conference for ESCO						
Review & Evaluate Bids						
Recommend Vendor Award to BOS						
Negotiate Agreement						
Develop construction documents to implement development of the first construction phase						
<b>PHASE III</b>						
Secure Permits						
Construction						
Commission the installation						
Monitor performance						
Verify savings.						

## **Identify a pool of qualified energy services companies.**

ESCOs under consideration should be able to provide power generation and supply as well as demonstrate skills in:

- Identification and evaluation of energy-saving opportunities.
- Developing engineering designs and specifications
- Managing a project from design to installation to operation. (turnkey approach).
- Working with Power Purchase Agreements and facilitating third party financing for implementation of energy management projects.
- Training staff and providing ongoing maintenance services
- Risk management
- Have the financial capacity to guarantee that savings will cover all project costs.



## **CONSULTANT will create a Request for Proposal for the UMC Energy Project**

- Develop a utility infrastructure plan;
- Design energy efficient solution(s);
- Installation of required elements;
- Maintenance of system(s): ESCO or through training;
- Power Purchase Agreement or other finance options;
- Minimum goal of 25% energy savings from baseline data.

The CONSULTANT will evaluate the ESCO proposal based on the following criteria:

- Technical feasibility.
- Simplicity, reliability, efficiency.
- Sustainability.
- Best practices implementation.
- Cost of ownership vs. Power Purchase Agreement vs. Purchase Option.
- Life-cycle Costing: identification of all costs, internal and external, associated with the energy solution throughout all stages of its life.
- Regulatory compliance; federal, state and local laws and regulations.
- Evaluation of staff training program.
- Environmental impacts over the life of the investment.
- Enhancement of indoor environmental quality.
- Financing mechanisms: public and private ventures; research and development in academia; federal & state funding.
- Determination as to whether their design is desirable, acceptable or unacceptable





# DELIVERABLES

**DUE: JANUARY 30, 2012**

## Phase I:

- **CONSULTANT** will provide a long term infrastructure & utility strategy;
- **CONSULTANT** will provide a Request for Proposal (RFP) to hire an ESCO;
- **CONSULTANT** will provide an ESCO mailing list for RFP.



# DELIVERABLES



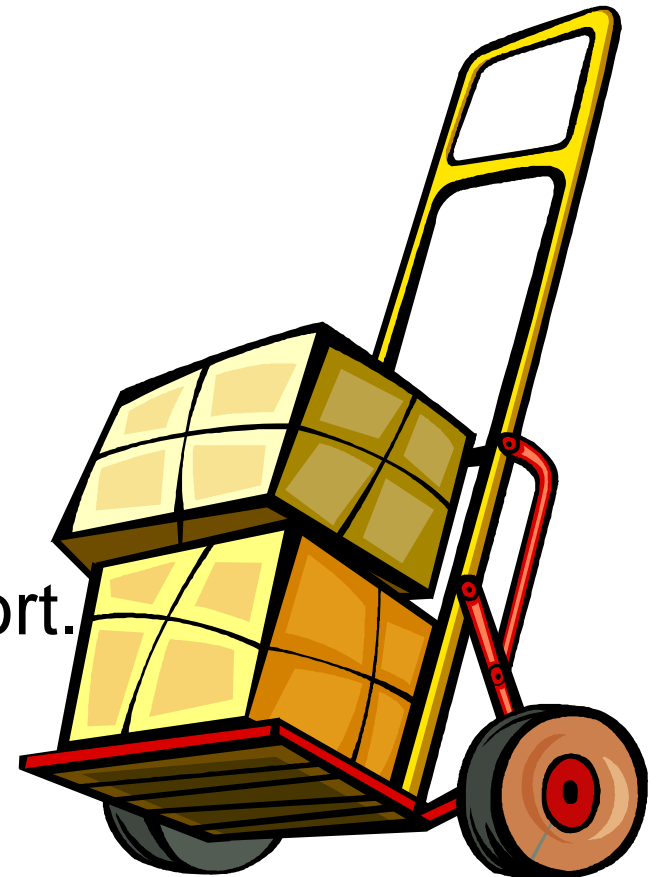
## Phase II:

- CONSULTANT will provide an Agreement document between the County of Fresno and the ESCO.
- CONSULTANT will provide construction documents for 1<sup>st</sup> phase of construction.

# DELIVERABLES

## Phase III:

- CONSULTANT will provide permits.
- CONSULTANT will provide Monitoring & Verification Report.



# Deadlines

**Final Date and Time to submit Questions,  
Requests for Interpretations or  
Corrections. Requests to be in writing.**

**July 25, 2011 at 8:00 A.M.**

Fax No. (559) 456-7831

E-Mail: [CountyPurchasing@co.fresno.ca.us](mailto:CountyPurchasing@co.fresno.ca.us)

**RFP Closing Date:**

**August 19, 2011 at 2:00 P.M.**

County of Fresno Purchasing  
4525 E. Hamilton Avenue, 2nd Floor  
Fresno, CA 93702

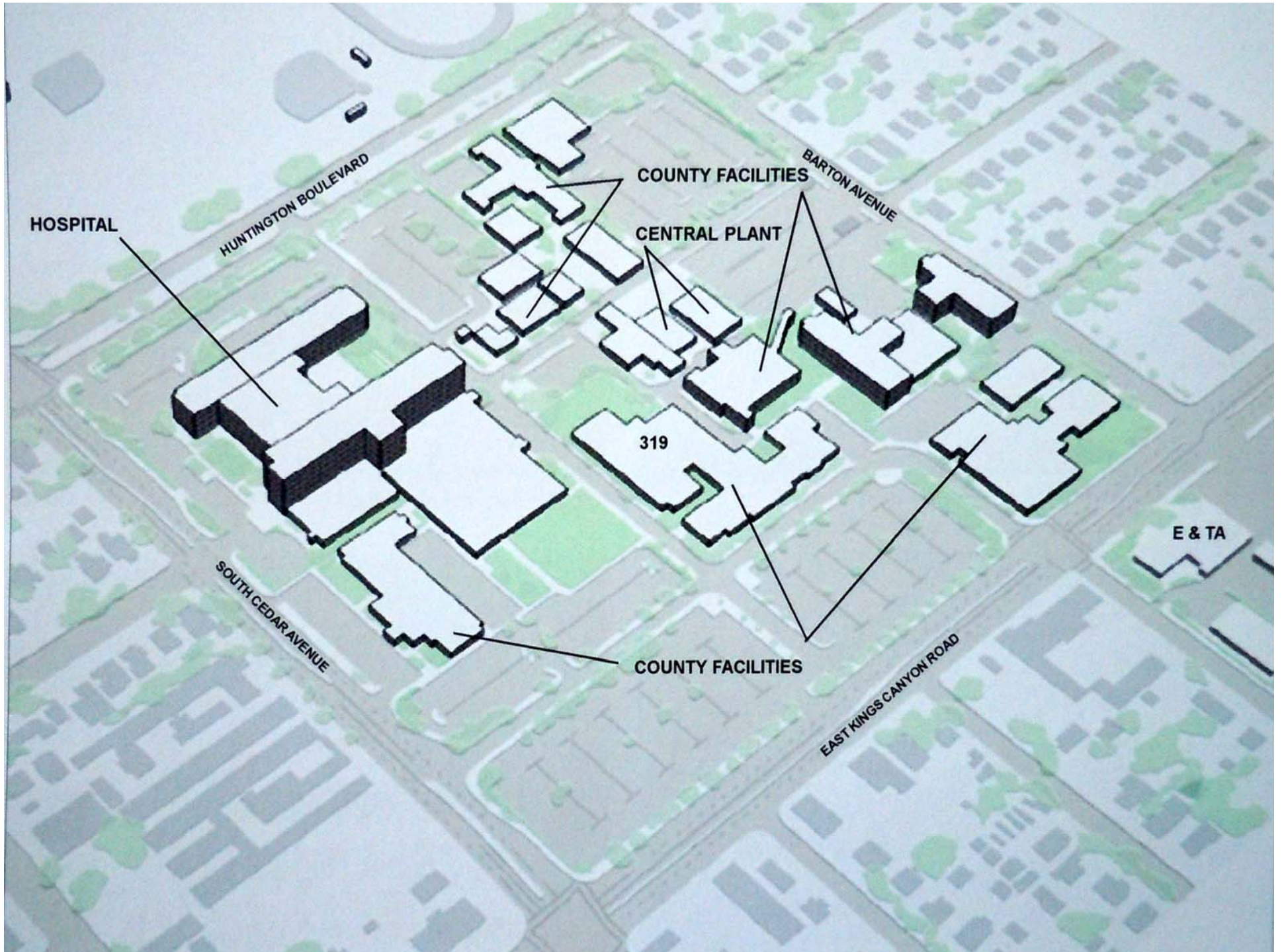


**No exceptions for late submissions.**

# Bid Evaluation

- Qualification Based
- Evaluation Team
- Presentation
- Schedule
- Price





HOSPITAL

HUNTINGTON BOULEVARD

COUNTY FACILITIES

BARTON AVENUE

CENTRAL PLANT

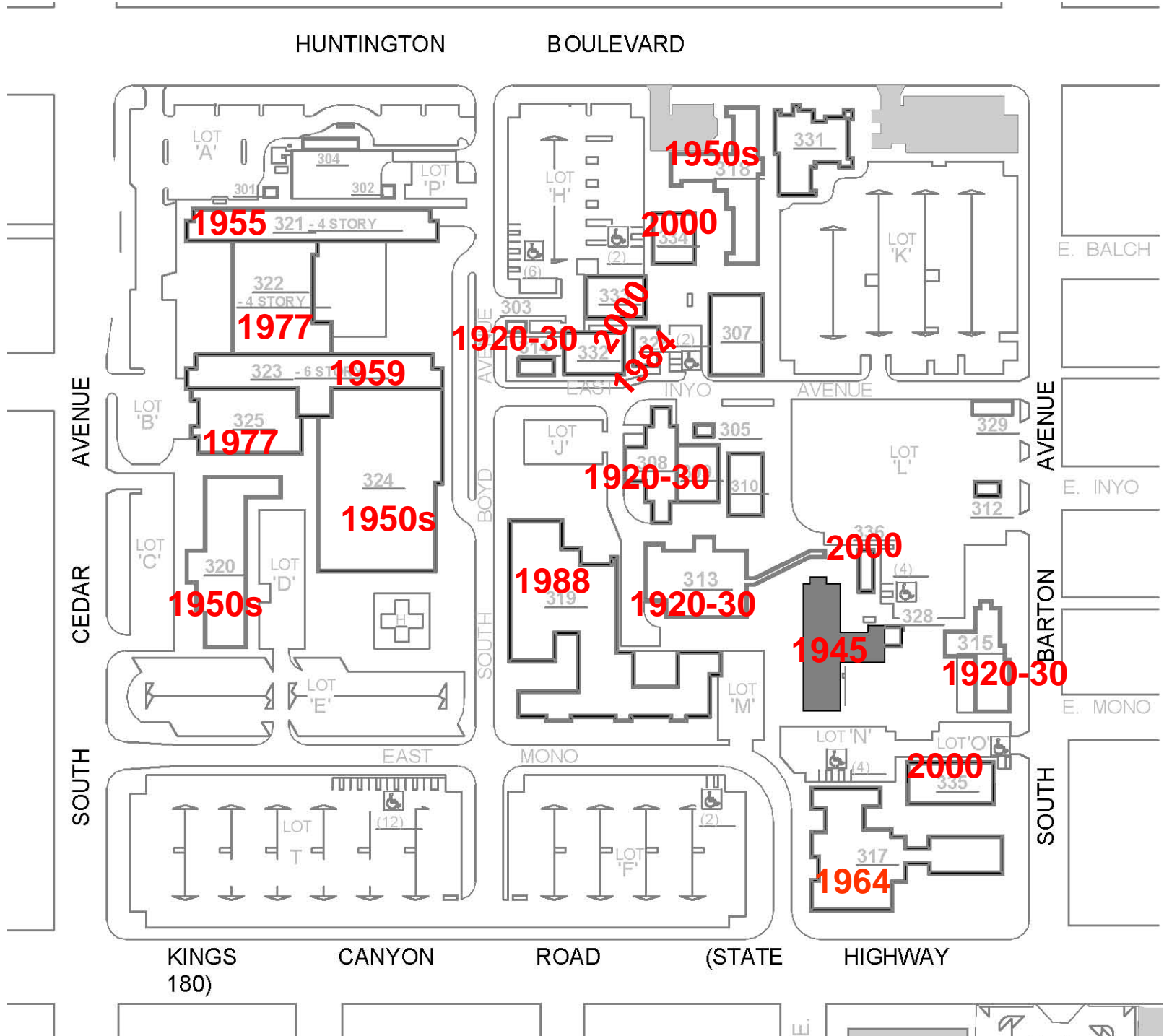
319

SOUTH CEDAR AVENUE

COUNTY FACILITIES

EAST KINGS CANYON ROAD

E & TA





South Tower  
Bldg #323 – 6 story

**1959**

**1955**


North Tower  
Bld #321 – 4 story



**1977**

Bldg #322 – 4 story





South Tower  
Bldg #323 – 6 story

**1959**

Bldg #320  
**1950s**

Bldg #324  
**1950s**

South Tower  
Bldg #323 – 6 story  
**1959**

Bldg #322  
4 story  
**1977**

Bldg #325 - **1977**





Bldg #319  
**1988**

Bldg #319  
**1988**





Bldg #313  
**1920s-30s**



Bldg #336  
**2000**



Bldg #328  
**1945**

Bldg #336  
**2000**

Bldg #328  
**1945**

Bldg #315  
**1920s**







Bldg #315  
**1920s**



Bldg #315  
1920-30s

Bldg #335  
**2000s**



Bldg #317  
1964



Bldg #333  
2000s ?

Bldg #333  
2000s ?

Bldg #307





Bldg #314  
**1920-30s**

Bldg #332  
**2000s?**

Bldg #314  
1920-30s

Bldg #332  
2000s?





Bldg #331





Bldg #312

Bldg #329



## UMC Central Plant

naaa....



BOILERROOM & 3  
CHILLERROOM 9



**Chiller Equipment  
Bldg 310**

**Boiler Equipment – Bldg 309**



**Boiler Room Equipment – Bldg 309**



**Boiler Room Equipment – Bldg 309**

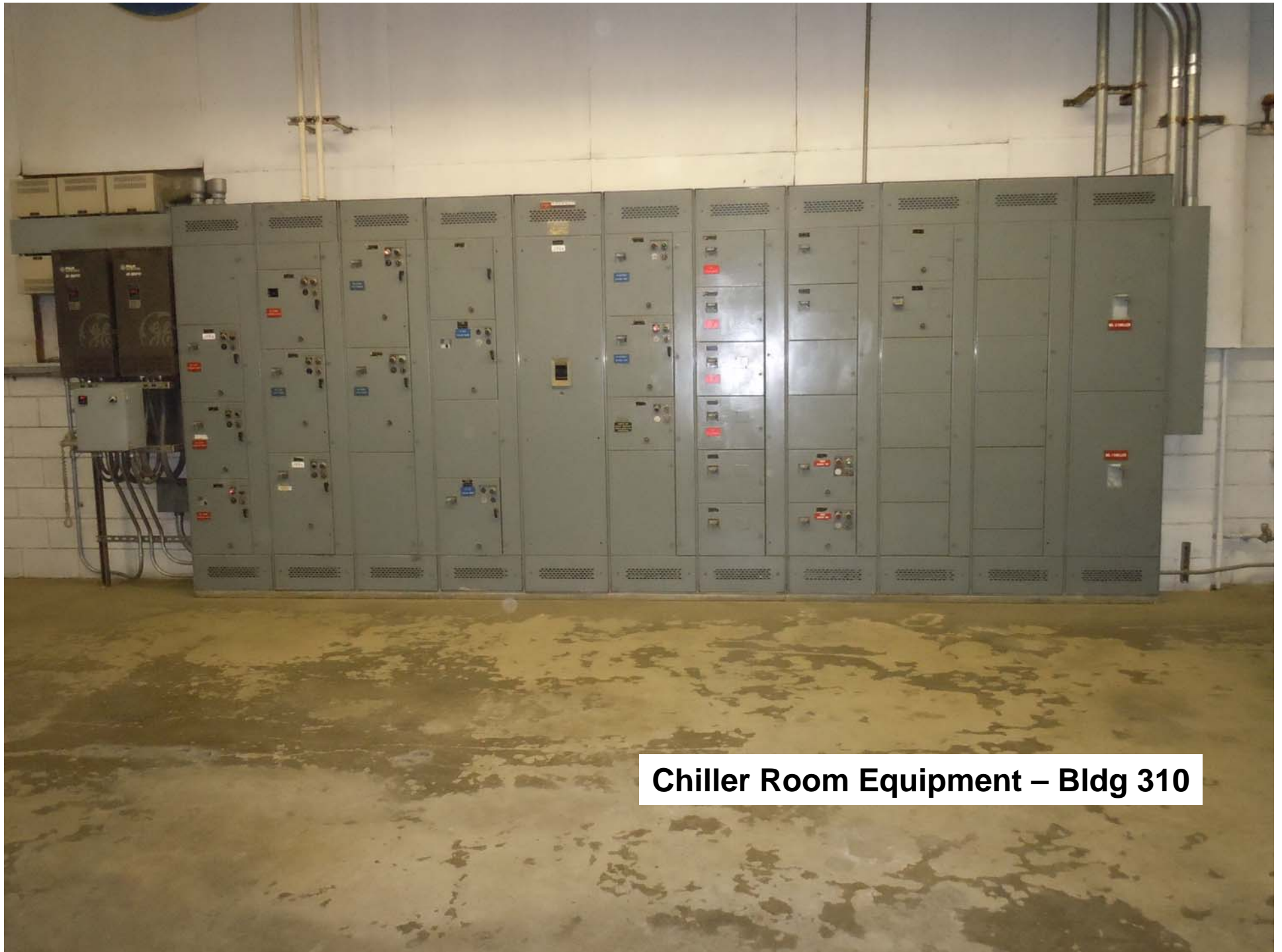


**Boiler Room Equipment – Bldg 309**

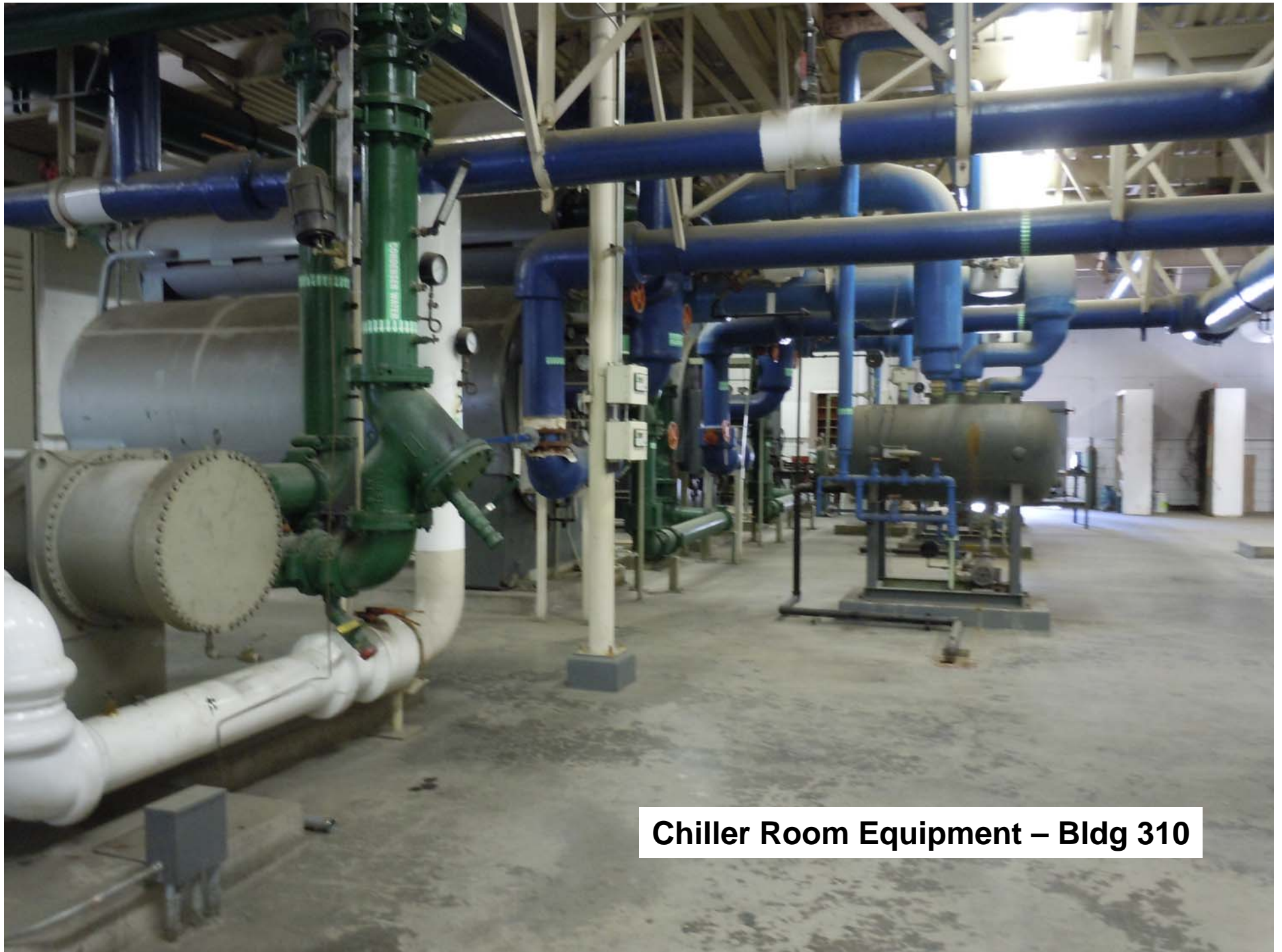


**Chiller Room Equipment – Bldg 310**





**Chiller Room Equipment – Bldg 310**



**Chiller Room Equipment – Bldg 310**

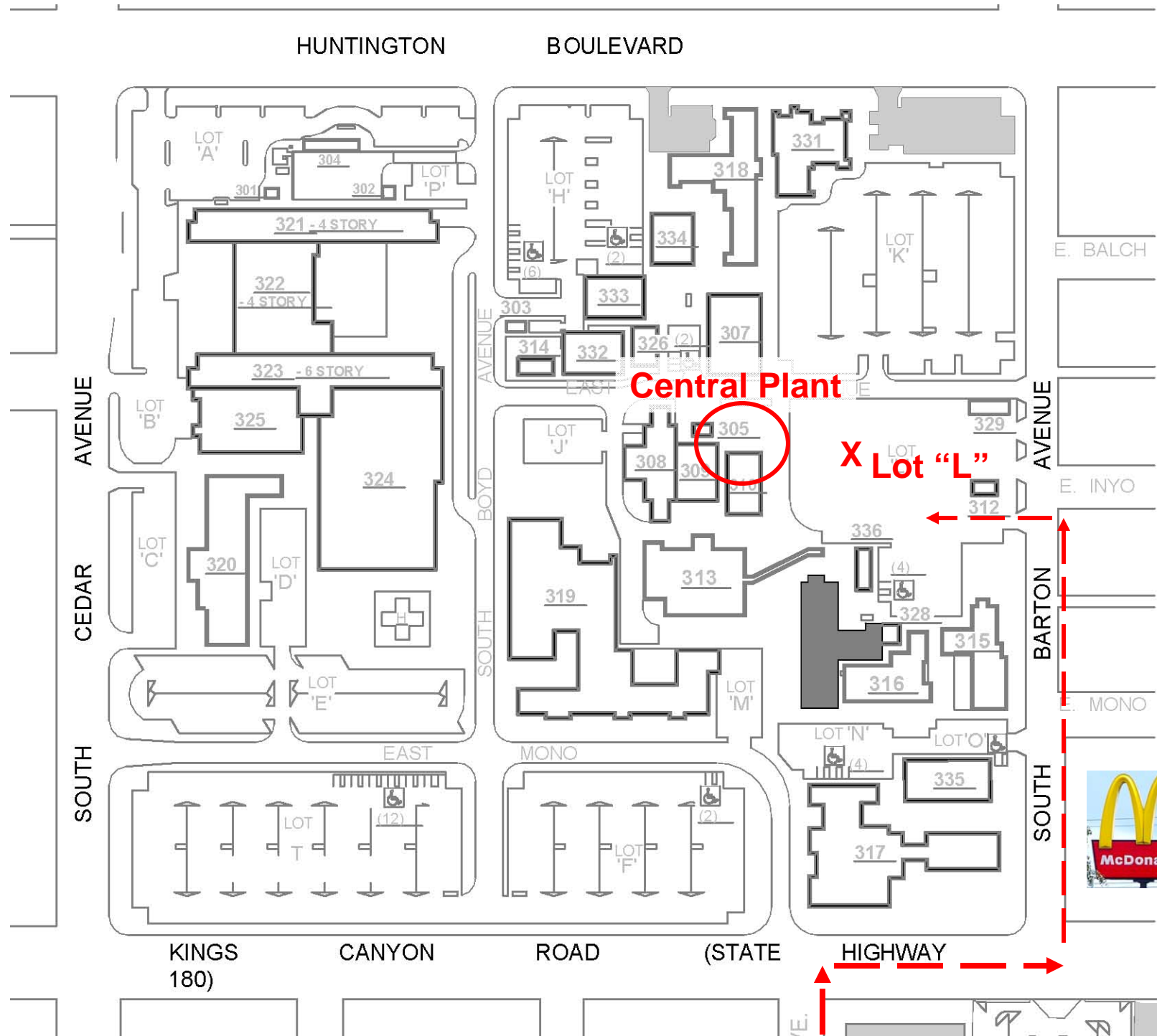






# Directions

- Leave parking lot and turn right onto Hamilton (west)
- Turn right onto Chance Ave. (north)
- Turn right onto Kings Canyon Road (east). Get into left lane quickly.
- Quick left onto Barton (north). McDonalds is on the corner where you turn.
- Continue down Barton past the beige, Employment and Temporary Assistance Building, left into the driveway for Parking Lot "L". Inyo Street is just north of where you turn.



Central Plant

X Lot "L"



**VENDOR PARKING PERMIT**  
**Friday, July 15, 2011**

**UMC Energy Retrofit**  
**Pre-Bid Vendor Conference**

**RFP #962-4952**