

**Pasco-Hernando Community College**  
**Energy Performance Contracting Services**  
**RFP #11-03**

A Request for Proposals (RFP) was issued to identify and qualify an energy services company (ESCO) to perform a technical energy audit of College facilities and to develop and implement a comprehensive energy conservation plan. The plan is to identify both the capital improvements and the operational changes necessary to reduce energy and related facility costs such that the annual cost savings could fund the plan and achieve long-term savings.

Following the technical energy audit, a project implementation contract will be developed with the selected ESCO to define the project scope, cost, and financial terms. The College reserves the right not to enter into a contract at the conclusion of the audit at its discretion. Upon completion of the plan's implementation, the ESCO will offer a variety of services to ensure project goals are met; these include guaranteed energy savings, an ongoing employee energy conservation education and training program, follow-up monitoring, and contract maintenance services. It is anticipated that the energy audit will require approximately four months to complete and that the final energy performance contract will be brought to the District Board of Trustees for approval at the January 2012 meeting.

A legal advertisement soliciting proposals was published in the St. Petersburg Times on March 13, 20, and 27, 2011 and on the College's website. In addition, the RFP was e-mailed to thirty eight companies. A total of seventeen individuals representing eight companies attended a pre-proposal meeting. Three companies submitted proposals. The three proposers made oral presentations to the RFP evaluation committee on April 21, 2011. The evaluation committee consisted of employees from all four campuses.

Based on the results of these interviews, the committee recommends the following rank ordering of the responding energy service companies for approval:

1. ConEdison Solutions
2. Trane US
3. Siemens Industry Inc.

Authorization is also requested to enter into negotiations with the first ranked firm. If successful terms cannot be negotiated, negotiations will proceed with the next ranked firm until successful terms are achieved.



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