

RICHARD T. BISSEN, JR.
Mayor

JOSIAH NISHITA
Managing Director



OFFICE OF THE MAYOR
COUNTY OF MAUI
200 SOUTH HIGH STREET
WAILUKU, MAUI, HAWAII 96793
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July 26, 2024

Honorable Richard T. Bissen, Jr.
Mayor, County of Maui
200 South High Street
Wailuku, Hawaii 96793

APPROVED FOR TRANSMITTAL

Richard T. Bissen, Jr. 7-26-24
Mayor Date

For Transmittal to:

Honorable Yuki Lei K. Sugimura, Chair
and Members of the Budget, Finance, and Economic Development Committee
200 South High Street
Wailuku, Hawaii 96793

Dear Chair Sugimura:

SUBJECT: JOHNSON CONTROLS, INC. ENERGY PERFORMANCE CONTRACT (BFED-21(24))

Pursuant to your correspondence dated July 22, 2024, C7619 was awarded utilizing the State NASPO Vendor List 19-08. The RFP and addenda that were sent to the SPO listed vendors are attached.

Should you have any questions, please contact me at ext. 8275.

Sincerely,

[Signature]
LEO CAIRES
Chief of Staff

Attachments

cc: Lesley Milner, Budget Director

COUNTY OF MAUI

REQUEST FOR PROPOSALS (RFP)

**ENERGY SAVINGS PERFORMANCE CONTRACT
COUNTYWIDE FACILITIES**

OFFICE OF THE MAYOR, COUNTY OF MAUI

RFP 21-22/ESPC

TABLE OF CONTENTS

NOTICE INVITING PROPOSALS..... 1

SPECIAL PROVISIONS 2

PART I. GENERAL INFORMATION 3

PART II. RFP INFORMATION REQUIRED FROM ESCO 9

PART III. PROPOSED PROJECT SCHEDULE..... 12

PART IV. EVALUATION CRITERIA FOR RFP 13

PART V. PROJECT TERMS AND CONDITIONS FOR IGA REPORT AND ESPC PROJECT 15

PART VI. ADDITIONAL INSTRUCTIONS FOR FUTURE CONTRACTS 19

ATTACHMENT A - ESCO PROFILE FORM..... 20

ATTACHMENT A-1 - ESCO'S TECHNICAL ENERGY ASSESSMENT 25

ATTACHMENT A-2 – ESCO SAMPLE DOCUMENTS..... 27

ATTACHMENT B – ESCO'S PRELIMINARY PROJECT COST AND CASH FLOW ANALYSIS 28

ATTACHMENT C – PROJECT SITES AND RELATED INFORMATION 30

ATTACHMENT D – UTILITY DATA AND INFORMATION 34

ATTACHMENT E – RENEWABLE ENERGY SITES AND INFORMATION 35

ATTACHMENT F – COUNTY VEHICLE FLEET INFORMATION 36

ATTACHMENT G – STREETLIGHT UPGRADE INFORMATION 37

ATTACHMENT H – CLIMATE ACTION AND RESILIENCY RESOURCES 38

NOTICE INVITING PROPOSALS

County of Maui ENERGY SAVINGS PERFORMANCE CONTRACT COUNTYWIDE FACILITIES RFP 21-22/ESPC

Bids shall be submitted no later than 4:00 p.m., Hawai'i Standard Time on December 13, 2021 by mail on USB flash drives in pdf format, along with one printed paper copy, otherwise the bids shall not be opened or considered. Also, bids received after the time fixed for opening will not be considered.

Bid documents may be obtained directly from the County of Maui Office of Climate Change, Resilience, and Sustainability (CCRS) under Office of the Mayor.

OFFERORS ARE STRONGLY ENCOURAGED TO CAREFULLY READ THE ENTIRE SOLICITATION.

SPECIAL PROVISIONS

RFP 21-22/ESPC

1. Provide County of Maui **County of Maui ENERGY SAVINGS PERFORMANCE CONTRACT COUNTYWIDE FACILITIES** for the County of Maui's Office of the Mayor. The successful organization will be chosen to provide the initial audit service for an initial term of up to six (6) months, with an optional extension for up to six (6) months additional. The audit service may be followed by an Energy Savings Performance Contract with an operating term of up to twenty (20) years.
2. Offer shall include all applicable taxes, services, personnel costs and all other related expenses.
3. The Office of the Mayor reserves the right to accept or reject any or all offers and to waive any minor or inadvertent discrepancy in the bid documents.
4. Offeror shall not submit more than one (1) offer, unless specified below.
5. Offeror shall submit their proposal via USB flash drive by mail to the Office of the Mayor by 4:00 PM on December 13, 2021.
6. Any general questions related to this solicitation shall be directed to Alex de Roode, Energy Commissioner by email at: alexander.deroode@MauiCounty.gov.

Any procurement related questions may be directed to Jared Masuda, Department of Finance, Purchasing Division at 808-463-3816 or at jared.masuda@co.maui.hi.us.

7. Questions must be received by 4:00 PM on November 22, 2021. Any acceptable modifications or clarifications shall be made by issuance of an addendum.
8. The County of Maui General Terms and Conditions for Goods and/or Services shall be made a part of these bid documents and can be found at the following link: <https://www.mauiCounty.gov/DocumentCenter/View/3186/Goods-and-Services-?bidId=> .
9. In accordance with Section 3-122-112, as amended, of the Hawaii Administrative Rules, the successful bidder must produce the following documents:
 - Certificate of Vendor Compliance with Hawaii Compliance Express
 - IRS W-9 Form
 - Current DCCA Filing

The awarded Contractor is encouraged to use the Hawaii Compliance Express website to assist them in obtaining the above certificates. The State website is <http://vendors.ehawaii.gov>

10. Pre-Contractual expenses are defined as expenses incurred by Offeror in:
 - Preparing its proposal in response to this RFP;
 - Submitting that proposal;
 - Negotiating on any matter related to this proposal; or
 - Any other expenses incurred by Offeror prior to date of award, if any.

The County of Maui shall not, in any event, be liable for any pre-contractual expenses incurred by Offeror. Offeror shall not include any such expenses as part of its proposal.

PART I. GENERAL INFORMATION

- I.1. PURPOSE.** This Request For Proposals (RFP) contains the information and requirements for Energy Service Companies (ESCOs) from the DAGS-State Procurement Office (SPO) vendor list (RFP No. RFP-08-022-SW, Energy Savings Performance Contracting Services) of “pre-qualified ESCOs” to prepare and submit to the Office of the Mayor, County of Maui (hereinafter referred to as “Owner”) a Preliminary Technical Proposal for an energy savings performance contract (ESPC) project at the facilities identified in Attachment C - Project Sites and Related Information. This RFP, with any amendments, contains the only instructions governing the proposals and material to be included therein; a description of the service to be provided; general evaluation criteria; and other proposal requirements. This RFP is to be used in conjunction with the DAGS-SPO vendor list for “pre-qualified ESCOs” and vendor list instructions.
- I.2. AUTHORITY.** This Request for Proposals (RFP) is subject to the provisions and requirements of SPO vendor list RFP No. RFP-08-022-SW - Energy Savings Performance Contracting Services, Hawaii Revised Statutes (HRS) 36-41, HRS196 and any other applicable Federal, State or County law, rule or regulation. Submission of a valid executed proposal by any ESCO shall comply with the requirements above and the terms and conditions of this RFP.

Any agreement arising out of this RFP is subject to the approval of the County of Maui Department of the Corporation Counsel as to form, and as required by statute, regulation, rule, order, or other directive.

- I.3. ISSUING OFFICE.** This RFP is issued for Owner by the Issuing Office listed below and is the sole point of contact for this RFP.

NAME: Alex de Roode
POSITION: Energy Commissioner, Office of the Mayor
ADDRESS: 200 S. High St.
Kalana O Maui Bldg 9th Fl.
Wailuku, HI 96793
EMAIL: alexander.deroode@mauicounty.gov

Questions and requests for clarification on this Request for Proposals must be submitted *in writing* by the dates indicated in **Part III, Project Schedule**. Responses to all written inquiries will be answered by addendums.

No verbal inquiries will be addressed. In the event it becomes necessary to revise any part of this RFP, an addendum will be issued. Only written modifications will be legally binding. No employee or agent of the Owner may verbally alter the contents of this RFP.

Communication with other officials of the Owner, the Selection Committee, or others associated with the project with regard to this RFP is prohibited.

- I.4. RESPONSE DATE.** To be considered, proposals must be received by 4:00 pm, on December 13, 2021, via mail on a USB flash drive. Proposals delivered after that time will not be considered. Late or incomplete proposals will not be accepted regardless of the reason.
- I.5. BACKGROUND.** County of Maui’s annual electrical energy expenditure totals approximately \$23 million for purchase of approximately 65 million kWh. All County infrastructure, facilities and assets that consume energy or water are to be evaluated for inclusion in the ESPC, including buildings, base yards, parks, treatment plants, pumping stations, streetlights, vehicle fleets and irrigation systems across the islands of Maui, Molokai and Lanai.

GOALS. Owner's overall objectives are multi-fold, including high priority with regard to the following:

- Energy Efficiency and Energy Conservation (including water efficiency and water conservation measures)
- Deployment of renewable energy and energy storage systems
- Electrification of transportation

These objectives are in alignment with and supported by the Owner's Climate Action and Resilience goals.

Energy Efficiency and Conservation Goals:

- To increase energy efficiency and building performance with the goal of reducing energy and water usage and demand;
- Reduce facilities life cycle costs including: maintenance, equipment replacement, energy and water utilities, chemicals for water treatment, waste disposal/reduction/recycling, vehicle operating and maintenance costs, emergency power outages, etc.;
- To develop web-accessible, real-time monitoring systems such as smart meters and energy management and information systems to track and report on performance¹;
- To improve indoor environmental quality for occupants;
- To improve the quality of performance for all facility users;
- To implement improvements to newly acquired County buildings; and
- To address deferred repair and maintenance projects.

Climate Action and Resilience Goals:

- To reduce greenhouse gas (GHG) emissions in alignment with the County of Maui's climate action and resilience goals;
- To reduce emissions of other pollutants such as criteria pollutants, nitrogen oxide, and sulfur oxide ("other pollutants" herein) to improve public health and well-being;
- To evaluate the economic and technical feasibility of installing renewable energy generation, waste-to-energy generation (e.g., renewable natural gas), energy storage, electric vehicles and electric vehicle service equipment², resilience hubs, and other equipment that provides grid services administered through an electric utility or State Public Utility Commission program that supports increased renewable energy interconnections and resilience on a system-wide basis, as well as off-grid or hybrid renewable energy/energy storage systems as appropriate;
- To consolidate by buying out existing Power Purchase Agreements (PPAs) to reduce Owner cost and administrative complexities;
- To complete the upgrade of countywide streetlighting to LED fixtures (upgrade project was interrupted by a lawsuit that is currently unresolved and the county is in possession of fixtures, controls and materials to complete the installation once resolved); and
- To provide creative solutions and approaches to achieving climate action and resilience goals while maximizing energy and utility cost savings and minimizing project costs.

Owner has selected a consultant to prepare a county-wide Climate Action and Resilience plan. Although this plan will not be completed until approximately December 2022, all draft elements of this plan should be considered in the ESPC project. For more information about Owner's Climate Action and Resilience goals, see attached materials including RFP materials and sample plans from the City and County of Honolulu.

¹ Owner is currently using Tableau and ESRI/ArcGIS for its information management systems.

² The State of Hawaii recently selected Sustainability Partners under Solicitation No. RFP-02-001-HWYS to provide electric vehicles and service equipment as a service contract. Owner may elect to use this service contract in lieu of the ESPC mechanism.

Owner is interested in contracting with an ESCO to cover a full range of energy services and energy-related capital improvements ("energy conservation measures" or "ECMs", "energy efficiency measures" or "EEMs", "renewable energy measures" or "REMs", "energy storage measures" or "ESMs", and "electrification of transportation measures" or "EoTMs"), financed through an ESPC project with Owner at sites across the County. Owner may select the ESCO based on their expertise and skills in the specific areas that relate to Owner goals and priorities. The ESCO will be selected to complete an investment grade audit for a portion of the scope of work defined by the Owner or all of that scope. Owner may ultimately execute multiple guaranteed energy savings contracts (or other appropriate type of contracts allowed by Hawaii statutes and agreed to by owner and ESCO), by individual County department or by groupings of departments.

The ECMs and other services may include but are not limited to an investment grade audit; the design, acquisition, installation, modification, maintenance and operation of existing and new equipment; the training of Owner's personnel; and community engagement and outreach (including the development of data visualization tools and reports) to raise awareness and education on the project outcomes. ECMs are intended to reduce energy consumption and related costs associated with the heating, ventilation and air conditioning systems; lighting systems; building envelope; hot water systems; water systems; sewage systems; and other energy and water using devices. The ECMs and services will also look for savings which may not reduce energy consumption but are aimed at cost savings such as transportation and backup generation fuel switching; demand reductions; on-site generation from renewable or waste-based sources; electrical submetering; energy storage for resiliency; and automated utility bill auditing, utility rate changes and distribution upgrades.

ECMs must result in a guaranteed minimum energy savings with the ESCO payments linked to actual documented energy and cost reductions. Any stipulated energy and/or operational cost savings that may be attributed to this project will be rigorously reviewed and, if agreed to, will be limited to those that can be thoroughly documented and verified by the ESCO and approved by Owner. Reductions in operations and maintenance costs will require the definition and quantification of baseline costs from documented operations and maintenance cost records.

The savings achieved by the ECMs and other measures must be sufficient to cover all project costs including service and maintenance costs and monitoring fees on an annual basis for the duration of the contract term, up to twenty (20) years. The contract must provide that the savings in any year are guaranteed to the extent necessary to make payments under the contract during that year. The ESCO will be required to guarantee energy and cost savings on an annual basis. No credit for the achievement of savings above and beyond the annual guarantee will be credited to satisfy performance guarantees in future years of the contract. Annual reconciliation of the achieved savings will be required.

The owner desires to have selected ESCO provide and implement an Energy, Water and Climate Action Tracking Tool. This Tracking Tool should have the following features:

- Capability to track energy, water and wastewater savings, cost savings and climate action progress towards goals
- Web-accessible dashboards with selectable pie charts, bar charts, accumulation graphs, etc.
 - Presentation by specific facilities, plants, renewable installations, fleet units, infrastructure units, etc.
 - Aggregation by department or department groups and/or by asset and infrastructure categories
 - Countywide aggregation overall or by asset or infrastructure category
 - Integration with climate action dashboard/tracking tool
- Comparison of selectable year to selectable baseline year
- Real-time time tracking of renewable energy production and usage, energy storage, and electrification of transportation with monthly and annual reporting,

- Monthly and annual reporting of utility consumption and savings and ENERGY STAR metrics
- Annual reconciliation of savings and guarantee (M&V)
- Data archiving and ability to download data, summaries, reports and dashboards
- Implemented on a widely available, non-proprietary platform

I.6. DESCRIPTION OF THE PROCUREMENT PROCESS. To achieve this goal Owner will evaluate proposals according to the following process:

- 1.) **SUBMISSION OF WRITTEN PROPOSAL.** Interested ESCOs must submit their proposals (all information and attachments listed in Part II) by the required deadline. Owner, through its designated representatives on the Evaluation Committee, will review and evaluate the proposals in response to this RFP based on the evaluation criteria identified in Part IV, Evaluation Criteria for RFP.
- 2.) **VIRTUAL ORAL INTERVIEW.** At the County's discretion, ESCOs may be required to participate in a virtual oral interview. The purpose of this session is to allow the ESCO to explain its proposal in more detail and for the Owner to ask clarifying questions. If pursued, virtual oral interview answers will be graded as part of the Part IV, Evaluation Criteria for RFP overall grading.
- 3.) **SELECTION OF ESCO TO DEVELOP THE PROJECT.** Owner will select the best qualified ESCO to negotiate an Investment Grade Audit (IGA) for the Project Sites that will result in a set of proposed ECMs. The IGA will include:
 1. An executive summary
 2. Measures evaluated but not recommended
 3. Proposed project or measure specific baselines
 4. ECM descriptions
 - a. Existing conditions
 - b. Existing deficiencies
 - c. Narrative description of proposed improvements
 - d. Scope of work
 - e. Equipment manufacturer or type
 - f. Energy savings calculations
 - g. Commissioning procedure
 - h. Environmental impacts
 - i. Training required
 - j. Operation and maintenance cost savings calculations, if any
 5. IGA shall also include the following schedules
 - a. Equipment to be installed by ESCO
 - b. Description of premises: pre-existing equipment inventory
 - c. Energy saving guarantee
 - d. Compensation to ESCO
 - e. Baseline energy consumption and utility rates
 - f. Savings measurement & calculation formulae: methodology to adjust baseline
 - g. Construction and installation schedule
 - h. Systems start-up and commissioning
 - i. Standards of comfort
 - j. ESCO's maintenance responsibilities
 - k. Agency's maintenance responsibilities
 - l. Facility maintenance checklist
 - m. ESCO's training responsibilities
 - n. Financing schedule
 - o. Proposed final project cost & proposed final project cash flow analysis
 - p. Estimated pre- and post-retrofit Energy Star ratings for facilities

- q. Proof of performance and payment bonding capability
 - r. Equipment warranties
- 4.) **INVESTMENT GRADE AUDIT AGREEMENT.** If Owner decides to proceed with the IGA(s), Owner will execute a consultant services agreement with the selected ESCO.
- 5.) **ENERGY SAVINGS PERFORMANCE CONTRACT.** Owner shall have the option to negotiate an energy savings performance contract (ESPC) with the selected ESCO that performed the IGA. If Owner decides not to enter into an ESPC with the selected ESCO after the IGA has been accepted, Owner agrees to pay the fee indicated for the completed IGA report as set forth in the executed consultant services agreement.
- I.7. **REJECTION OF PROPOSALS.** Owner reserves the right to reject at any time any and all proposals received (in accordance with the DAGS-SPO Vendor List instructions).
- I.8. **INCURRING COSTS.** Owner is not liable for any costs or expenses incurred by ESCOs in the preparation of the proposal, for performing any analysis, or for attendance at any conferences and meetings related to this RFP.
- I.9. **PRE-PROPOSAL CONFERENCE.** Due to COVID-19, the Owner will not be holding facility walk-throughs; a pre-proposal conference will be held.
- I.10. **CONFIDENTIALITY.** The contents of any Proposal shall not be disclosed to parties other than the Owner or its evaluation consultants during the review, evaluation, discussion, or negotiation process. Once a contract is executed with the successful proposer, all Proposals, successful and unsuccessful, become available for public inspection.

A Proposal may contain financial information, legitimate trade secrets or other proprietary data which the Proposer may consider to be confidential. If the Proposer desires such trade secrets or proprietary data to be held in confidence by Owner, the Proposer shall specifically designate and identify the portion(s) of the Proposal which the Proposer desires to be held in confidence and the reason such portion should be held in confidence. The Owner will consider the Proposer's designation and the basis for such a designation request. If the Owner disagrees with the Proposer's designation or the basis thereof, the Owner will so inform the Proposer. Any dispute between the Proposer and the Owner over such designation or the basis thereof will be resolved in accordance with the applicable statutes and rules, including Chapter 103D, HRS and its rules and regulations, and the Uniform Information Practices Act, Chapter 92F, HRS. The portion of the Proposal which the Proposer designates as confidential shall be readily separable from the Proposal in order to facilitate eventual public inspection of the non-confidential portion of the Proposal. The total contract price is not considered confidential and will not be withheld from public inspection.

Proprietary information, such as all copyrighted material, trade secrets or other proprietary information, that Proposers claim should be held in confidence by the Owner, should be separately bound and labeled with the words "Proprietary Information", see §3-122-58, HAR. Appropriate references to this separately bound information must be made in the body of the Proposal. Designating all or nearly all the Proposal as proprietary may result in the rejection of the Proposal. The County of Maui may also reject any Proposal containing designated proprietary information the County of Maui believes it cannot fairly evaluate.

In the event a Proposer claims that any portion of the Proposal should be held in confidence by the Owner, the Proposer is required to state in the Proposal that:

"The Proposer shall indemnify, defend and hold harmless the County of Maui from and against any and all claims, demands, suits, actions, causes of action, judgments, liabilities, losses, damages, costs and expenses (including reasonable attorney's fees and litigation costs) arising from or

related to the County of Maui's refusal to disclose copyrighted material, trade secrets or other information claimed to be proprietary by the Proposer to any person making a request therefore."

Failure to include such a statement in its Proposal shall constitute a waiver of any right the Proposer may have to prevent the County of Maui from disclosing information deemed proprietary by the Proposer.

The County of Maui reserves the right to make use of any and all information or ideas contained in the Project Proposals.

- I.11. **RESTRICTION OF CONTACT.** From the issue date of this RFP until a determination is made regarding the final selection of an ESCO, all contacts with Owner's personnel concerning this RFP, must be made only through the Issuing Officer.
- I.12. **NEWS RELEASES.** News releases and media contacts regarding this project will only be made by Owner, unless Owner directs otherwise in specific instances.
- I.13. **PROPOSALS.** The proposal is considered an intent to perform. The Technical Energy Assessment (TEA) with potential Energy Conservation Measure (ECM) improvements in the proposal which provides the preliminary construction budget with estimated energy savings and guaranteed energy savings provides a baseline. Any subsequent ESCO GES proposal(s) needs to stay within 20% of the baseline with the exception of unforeseen conditions as negotiated with the Owner.
- I.14. **INFORMATION CONCERNING SMALL BUSINESS ENTERPRISES.** The State of Hawaii encourages all small business enterprises to compete for, win, and receive contracts for goods, services, and construction. To the extent possible or feasible, ESCO compliance with this Hawaii policy is desired. However, use of small business enterprises is not a pre-requisite requirement or an evaluation criterion for selection under this RFP process.
- I.15. **CAMPAIGN CONTRIBUTIONS BY STATE AND COUNTY CONTRACTORS.** ESCOs are hereby notified of the applicability of Section 11-205.5, HRS, which states that campaign contributions are prohibited from contractors for State and County contracts.
- I.16. **SITE VISITS.** Due to COVID-19, the Owner will not arrange walk-through inspection tours of the Project Sites. ESCOs will rely on any technical information contained in this RFP to craft the analysis in their proposals.

PART II. RFP INFORMATION REQUIRED FROM ESCO

Proposals are to be straightforward, concise presentations without extraneous material. An official authorized to bind the ESCO must sign the proposal. The proposal must remain valid for no less than ninety (90) calendar days from proposal submittal date. All Proposals become the property of the Owner. Proposals must be a complete response to the RFP. Proposals shall address the items listed in Part IV, Evaluation Criteria for RFP and shall be limited to thirty (30) single-sided pages, excluding attachments. One (1) original, electronic PDF of the proposal, including attachments shall be submitted. The original copy shall contain original or digital signatures of the signed documents. Font size may be no smaller than 10 point. No other distribution is to be made by the ESCO.

II.1. PROPOSAL ATTACHMENTS

Attachment A: ESCO Profile Form. Provide a complete response to the information requested in **Attachment A** to this RFP.

Attachment A-1: Technical Energy Assessment (TEA). Provide complete responses to the information requested in **Attachment A-1** to this RFP.

Attachment A-2: Sample Documents: Provide sample documents of the items listed below.

- Sample Customer Savings Report
- Sample Project Commissioning Plan
- Sample Measurement and Verification Plan
- Sample IGA

Attachment B: ESCO's Preliminary Project Cost and Cash Flow Analysis. Provide the information requested in **Attachment B** to this RFP for an ESPC including all County facilities. ESCOs are required to use and follow the instructions and submit the required information in the format found in **Attachment B** to this RFP.

Attachment C: Project Sites and Related Information. Technical Facility Profiles for sample facilities and information on additional facilities, provided by Owner. Provide requested information on potential ECMs for each sample facility.

Attachment D: Utility Data and Information. Utility data and related information provided by Owner to be used by ESCO to assess countywide ESPC potential.

Attachment E: Renewable Energy Sites and Information. Information on existing renewable energy installations, provided by Owner. Provide requested assessment of feasibility of buyout as part of ESPC. Do not include as part of Attachment B Preliminary Project Cost and Cash Flow Analysis.

Information on potential new renewable energy sites, provided by Owner, including identification of desired energy storage based on resilience hub designations. ESCO to recommend additional feasible sites for ground mounted, rooftop or parking canopy mounted arrays, with energy storage as appropriate to avoid production curtailment and support usage. Include feasible sites as part of Attachment B Preliminary Project Cost and Cash Flow Analysis.

Attachment F: Vehicle Fleet Information. Information on vehicle fleet, provided by Owner. Provide requested evaluation of vehicle electrification potential as part of ESPC. Do not include as part of Attachment B Preliminary Project Cost and Cash Flow Analysis.

Attachment G: Streetlight Upgrade Information. Information on interrupted retrofit of streetlights, provided by Owner. Provide requested assessment of project completion as part of ESPC. Do not include as part of Attachment B Preliminary Project Cost and Cash Flow Analysis.

Attachment H: Climate Action and Resiliency Resources. Maui County Climate Action and Resiliency RFP information for reference and City and County of Honolulu Plans as examples.

II.2. REQUIRED COMPLIANCE DOCUMENTATION

The ESCOs shall submit the following documents with their proposal given the project schedule:

- 1.) **Tax Clearance Requirements (Chapter 237, HRS):** Submit a tax clearance certificate from the Hawaii State Department of Taxation (DOTAX) and the Internal Revenue Service (IRS). The certificate is valid for six (6) months from the most recently approved stamp date on the certificate. The certificate must be valid on the date received by the Department.
 1. DOTAX TAX CLEARANCE APPLICATION Form A-6 (Rev 2003) is available at DOTAX and IRS (State of Hawaii) offices or DOTAX website, and by mail or fax:
 - a. DOTAX website: www.state.hi.us/tax/alphalist.htm#
 - b. DOTAX forms by fax/mail: (808) 587-7572 or 1-800-222-7572
 2. Mail, fax or submit in person completed tax clearance application forms to the Department of Taxation, Taxpayer Services Branch or to the address listed on the application. Facsimile numbers are:
 - a. DOTAX: (808) 587-1488
 - b. IRS: (808) 539-1573
 3. DOTAX will return the form to the ESCOs. The ESCOs are reminded that they are responsible to submit the applications for the tax clearance directly to DOTAX or IRS and not to the Owner.
- 2.) **DLIR Certificate of Compliance (Chapter 383 – Unemployment Insurance, Chapter 386 – Worker’s Compensation, Chapter 392 – Temporary Disability Insurance, and 393 – Prepaid Health Care, HRS):** Submit a certificate of compliance from the Hawaii State Department of Labor and Industrial Relations (DLIR). The certificate is valid for six (6) months from the date of issue. The certificate must be valid on the date received by the Department.
 1. DLIR APPLICATION FOR CERTIFICATE OF COMPLIANCE WITH SECTION 3-122-112, HAR, form LIR#27 is available at DLIR website or at the neighbor island DLIR District Office.
 - a. DLIR website: www.dlir.state.hi.us/LIR#27
 2. Mail, fax or submit in person completed application form to the Department of Labor and Industrial Relations, Administrative Services Office at the address listed on the application.
 3. DLIR will return the form to the ESCOs. The ESCOs are reminded that they are responsible to submit the application for the certificate directly to DLIR and not to the Owner.
- 3.) **DCCA Certificate of Good Standing:** Submit a certificate of good standing issued by the Department of Commerce and Consumer affairs (DCCA), Business Registration Division (BREG). The certificate of good standing is valid for six (6) months from the date of issue. Certificates must be valid on the date received by the Department.
 1. DCCA CERTIFICATE OF GOOD STANDING is available from the business registrations website or by telephone. ESCOs are advised there are costs associated with registering and obtaining the certificate.

- a. DCCA form website: www.BusinessRegistrations.com
 - b. DCCA telephone: (808) 586-2727, M-F 7:45 to 4:30 HST
2. Submit the application per DCCA's requirements.
 3. DCCA will return the form to the ESCOs. The ESCOs are reminded that they are responsible to submit the application for the certificate directly to DCCA and not to the Owner.
 - 4.) In lieu of the clearances and certificates described in items a, b and c above, to meet the requirement of §3-122-112, HAR, ESCOs may apply and register at the "Hawaii Compliance Express" website: <http://vendors.ehawaii.gov/hce/splash/welcome.html>.

PART III. PROPOSED PROJECT SCHEDULE
(SUBJECT TO CHANGE AT THE DISCRETION OF OWNER)

Activity	<u>Date</u>
Issue RFP	Week 1
Virtual Pre-Proposal Conference (optional ESCO Participation)	Week 2
Deadline for Inquiries 4 pm	Week 4
Addendum Issued (if necessary as determined by County)	Week 5
Proposals Due 4 pm	Week 7
Virtual Oral Interviews (if necessary as determined by County)	Week 10
Notice of Selected ESCO.....	Week 11
IGA Contract Executed	Week 14
IGA Draft Due	Week 35
IGA Completed	Week 39
Energy Savings Performance Contract Negotiations.....	Weeks 40-45
Energy Savings Performance Contract Executed.....	Week 46

PART IV. EVALUATION CRITERIA FOR RFP

The criteria listed below will be used in the evaluation of the responses. Responses will be evaluated based on the completeness and quality of the information provided in the proposal, attachments, client references and oral interviews (if conducted). Failure to provide any of the requested information may result in disqualification. Point weights for each category are indicated.

IV.1. QUALIFICATIONS AND PAST PERFORMANCE ON PROJECTS OF SIMILAR SCOPE (20 points)

- Evaluation shall primarily consider, but is not limited to, demonstrated comprehensiveness, caliber, and quality of work samples submitted for projects of similar scope.
- Demonstrated ability to complete awarded work within allotted time.
- Client references' satisfaction with the quality, timeliness, and responsiveness of Offeror's performance, services, and deliverables.
- Qualifications and experience of ESCO's personnel with guaranteed energy savings performance contracts on projects similar to the Owner's project size in the past five (5) years.
- Experience with ESPC projects for local governments that span multiple agencies and departments.
- Experience with a broad array of ECMs, including but not limited to, energy efficiency, renewable energy such as hydroelectric generation, electrification of transportation, energy storage, and climate action and resilience measures.
- Experience with wastewater treatment plants and water distribution systems.
- Experience with innovative power generation systems such as methane recovery.
- Reliability of systems and achievement of performance on past projects.
- Documented energy savings on past projects similar to the Owner's project.
- Experience with energy management and monitoring systems for monitoring performance and benchmarking.
- Quality and completeness of past project documentation.
- Quality of client references.

IV.2. PROJECT MANAGEMENT (25 points)

- Physical location and staff presence in Hawaii and duration of presence.
- Clear assignment of responsibility for various project tasks to specific individuals.
- Ability to effectively manage project construction and complete the project on schedule and within budget.
- Comprehensive approach to operations and maintenance.
- Applicability of monitoring, measurement and verification tools and services, and quality of reporting on past projects.
- Clarity, organization, and level of detail in written proposal.
- Communication skills of the ESCO's representatives at the virtual oral interview.
- Attention to maintenance on past projects.
- Ability to respond to changing COVID-19 protocols for health and safety.

IV.3. TECHNICAL APPROACH (25 points)

- Soundness of technical approach, including methods of analysis and understanding of existing building systems and conditions.
- Appropriateness of approach to project commissioning.
- Completeness of sample investment grade audit for project similar to the Owner's project.
- Appropriateness of baseline energy calculations and methodology for handling modifications/changes to the baseline.
- Extensiveness of proposed training for facility staff.
- Thoroughness of approach to savings measurement and verification.

- Quality of customer savings reports for similar clients to the Owner.
- Depth, breadth and feasibility of proposed preliminary technical measures.

IV.4. FINANCIAL APPROACH (10 points)

- Financial soundness and stability of ESCO.
- Capability to develop projects which qualify for attractive financing terms.
- Projected impact on County infrastructure for capital improvements, savings and goals
- Reasonableness of Preliminary Project Costs and Cash Flow Analysis.
- Competitiveness of annual fees for measurement and verification of savings.

IV.5. INNOVATION (20 points)

- Responsiveness to and consideration of Owner's climate action and resilience goals.
- Knowledge of and adaptability to incorporate various sources of federal and utility funding at project inception and during project execution.
- Extent and creativity of proposed innovative ECMs.
- Qualitative benefits of innovative ECMs.
- Demonstrated ability to implement innovative ECMs.

PART V. PROJECT TERMS AND CONDITIONS FOR IGA REPORT AND ESPC PROJECT

These sections describe the minimum conditions Owner will accept from the selected ESCO. **Part V-1 defines the Scope of Services, and Part V-2 defines Key Contractual Provisions.**

V.1. SCOPE OF SERVICES: (TECHNICAL REQUIREMENTS).

- 1.) Owner reserves the right to review and approve or reject any selected equipment or modifications proposed. Only prior reviewed and approved equipment and modifications will be permitted. Reviews and feedback shall be conducted by Owner in a timely manner.
- 2.) The selected ESCO will be required to work with current building management and maintenance personnel, to coordinate construction and provide appropriate training in the operation of all retrofits. No equipment shall be installed that will require the hiring of additional personnel by Owner unless contract negotiations produce an explicit exemption from this rule for a specific installation. The selected ESCO may propose, as a part of its IGA and contract negotiations and at its own cost, to provide supplemental operations & maintenance services to the Owner in order to supplement and enhance the Owner's current capabilities.
- 3.) The selected ESCO will be required to, at its own cost, responsibly dispose of, recycle, or repurpose (as appropriate) any equipment installed as part of the ESPC that reaches the end of its life during the term of the ESPC, or beyond the term of the ESPC if ownership of that equipment has not been transferred to the County of Maui.
- 4.) The selected ESCO must comply with all applicable codes, standards, rules and procedures adopted by Maui County as administered by Maui County Public Works, Permit and Development Application section, and is responsible for all applications, permits, approvals and fees.
- 5.) The selected ESCO must comply with Maui Electric Company (MECO)/Hawaiian Electric Company (HECO) interconnection requirements and rules, and is responsible for applications, reviews, modifications and approvals and permits.
- 6.) Where applicable, the selected ESCO must adhere to Owner and State of Hawaii statutes and ordinances, including but not limited to archeological, cultural, and Chapter 343 of environmental impact studies. The selected ESCO shall adhere to HRS 103D-1002 to maximize the use of Hawaiian products where possible.
- 7.) The selected ESCO must provide two (2) complete sets and one (1) electronic PDF copy of reproducible "as built" and record drawings of all existing and modified conditions associated with the project, conforming to typical engineering standards. These should include architectural, mechanical, electrical, structural, and control drawings and operating manuals to be submitted within 30 days of the completed installation.
- 8.) The selected ESCO must provide all potential measures in the IGA to ensure that the ESPC project maximizes innovation and flexibility per the project goals outlined in this RFP.
- 9.) The selected ESCO shall be responsible for the proper removal, recycling, and disposal offsite of all packaging materials and all replaced or demolished materials or equipment.
- 10.) The selected ESCO shall coordinate with Owner to identify and obtain competitive financing. Owner expects to have no capital funds to support the ESPC project. Where applicable, in consultation with Owner, the ESCO will be responsible for submitting any and all materials to

apply for outside funding that may become available during the ESPC project (e.g., utility incentives and federal funding).³

- 11.) The selected ESCO shall be responsible for the tracking and reporting any ESPC project measures that support Owner’s climate action and resilience progress (frequency of reporting to be decided in consultation with Owner). The selected ESCO shall also track and report on any utility cost savings (frequency of reporting to be decided in consultation with Owner).
- 12.) The selected ESCO shall be responsible for supporting Owner’s accounting department in managing the infrastructure and equipment costs for depreciation and related valuation measures.
- 13.) The selected ESCO shall be responsible for adhering to all COVID-19 health and safety requirements, including but not limited to material found on the State of Hawaii website <https://labor.hawaii.gov/hiosh/covidresourceemployers/>.

V.2. CONTRACTUAL PROVISIONS FOR IGA REPORT AND ESPC PROJECT.

- 1.) The contents of this RFP, the selected ESCO proposal, the final contract for the IGA report and the “Guaranteed Energy Savings” contract may become part of the contract for this ESPC project.
- 2.) Owner will provide a fee of up to \$150,000 in the event that the IGA is completed but does not result in an ESPC project.
- 3.) The selected ESCO must carry the level of insurance required by Owner for the IGA and the construction and operations phases.
 1. *The selected ESCO shall maintain in full force and effect during the life of this contract, liability and property damage insurance to protect its employees, contractor and subcontractors, if any, from claims for damages, for personal injury, accidental death and property damage which may arise from operations under this contract, whether such operations be by himself or by a contractor or subcontractor or anyone directly or indirectly employed by either of them. If any subcontractor is involved in the performance of the contract, the insurance policy or policies shall name the contractor or subcontractor as additional insured.*
 2. *As an alternative to the selected ESCO providing insurance to cover operations performed by a subcontractor and naming the subcontractor as additional insured, the selected ESCO may require subcontractor to provide its own insurance, which meets the requirements herein. It is understood that a subcontractor’s insurance policy or policies are in addition to the select ESCO’s own policy or policies.*
 3. The following minimum insurance coverage(s) and limit(s) shall be provided by the selected ESCO, including its contractor or subcontractor(s) where appropriate.

<u>Coverage</u>	<u>Limits</u>
Commercial General Liability	\$1,000,000 per occurrence/
Including Completed Operations	\$2,000,000 aggregate
Automobile Liability	\$1,000,000 per accident
Professional Liability	\$1,000,000 per occurrence/

³ Potential funding opportunities include, but are not limited to, HECO demand response programs, HECO EVMakeReady, HECO EVBusMakeReady, Hawaii Energy incentive programs, and Sustainability Partners electric vehicle services agreement.

	\$2,000,000 aggregate
Performance and Payments	Amount of contract bond
Installation Floater	Based upon cost of equipment

Each insurance policy required by this contract, including a subcontractor's policy, shall contain the following clauses:

1. "This insurance shall not be canceled, limited in scope of coverage or non-renewed until after 30 days written notice have been given to the Owner's issuing officer for this contract."
2. "The Owner is added as an additional insured as respects to operations performed for the State of Hawaii."
3. "It is agreed that any insurance maintained by the Owner will apply in excess of, and not contribute with, insurance provided by this policy."

The minimum insurance required shall be in full compliance with the Hawaii Insurance Code throughout the entire term of the contract, including supplemental agreements.

Upon selected ESCO execution of a contract for an Investment Grade Audit or an ESPC Project, the selected ESCO agrees to deposit with the Owner certificate(s) of insurance necessary to satisfy the Owner that the insurance provisions of the contract have been complied with and to keep such insurance in effect and the certificate(s) therefore on deposit with the Owner during the entire term of construction phase work for the contract, including those of its subcontractor(s), where appropriate. Upon request by the Owner, the selected ESCO shall be responsible for furnishing a copy of the policy or policies.

Failure of the selected ESCO to provide and keep in force such insurance shall be regarded as material default under this contract, entitling the Owner to exercise any or all of the remedies provided in this contract for a default of the selected ESCO.

The procuring of such required insurance shall not be construed to limit the selected ESCO liability hereunder nor to fulfill the indemnification provisions and requirements of this contract. Notwithstanding said policy or policies of insurance, the selected ESCO shall be obliged for the full and total amount of any damage, injury, or loss caused by negligence or neglect connected with this contract.

- 4.) All drawings, reports and materials prepared by the selected ESCO in performance of the contract shall become the property of Owner and shall be delivered to Owner as needed or within 10 (ten) days after construction is completed and accepted by Owner that the project is fully installed and operating.
- 5.) The selected ESCO must secure all necessary licenses and permits and comply with all federal, state and county laws, rules and regulations with respect to this project. All work completed under this contract must be in compliance with all building codes and appropriate accreditation, certification and licensing standards.
- 6.) The selected ESCO will be required to guarantee energy and cost savings on an annual basis. No credit for the achievement of savings above and beyond the annual guarantee will be credited to satisfy performance guarantees in future years of the contract. Annual reconciliation of the achieved savings will be required.
- 7.) Open book pricing of all costs and mark-ups for labor, materials and services received during the project development, implementation and performance period phases of the project is required.

- 8.) **ENERGY STAR:** Using the EPA's ENERGY STAR tools and resources for each eligible facility, the selected ESCO will be required to provide an estimated pre-retrofit Energy Performance Rating using Portfolio Manager and an estimated post-retrofit Energy Performance Rating using the Delta Score Estimator as part of the Investment Grade **Audit**. As part of the final contract, the selected ESCO will also be required to submit an updated ENERGY STAR rating for each eligible facility upon completion of each guarantee year. Information regarding ENERGY STAR tools and resources, and a list of eligible facility types can be found at:

http://energystar.gov/index.cfm?c=tools_resources.bus_energy_management_tools_resources

<http://www.energystar.gov/index.cfm?c=delta.index>

http://www.energystar.gov/ia/business/cfo_calculator.xls

PART VI. ADDITIONAL INSTRUCTIONS FOR FUTURE CONTRACTS

- VI.1. OWNER PARTICIPATION DURING THE IGA REPORT AND ESPC PROJECT.** Owner shall review and approve equipment specifications and installation plans for all ECMs prior to the implementation of any improvements or modifications. Owner approval shall be issued within 30 days of their receipt of complete information describing the proposed ECM. During the implementation of ECM, Owner shall make routine inspections and be present during any equipment and systems commissioning procedures conducted by the selected ESCO and prior to the selected ESCO issuing of a Notice to Owner that it has installed and commenced operating all of the Equipment and systems.
- VI.2. EXECUTION OF THE CONTRACT.** Upon acceptance of the ESCO's proposal by the Owner, the ESCO shall provide satisfactory performance and payment bonds, within ten (10) calendar days after award of the GES contract or within such further time as granted by the Owner. No proposal or contract shall be considered binding upon the Owner until the contract has been fully executed by all parties.
- VI.3. PERFORMANCE, LABOR AND MATERIAL PAYMENT BONDS.** At the time of execution of the contract, and prior to the start of construction, the ESCO shall obtain good and sufficient performance and payment bonds covering the construction of the energy conservation measures (ECMs) described in the GES contract. The bond shall be in an amount equal to one hundred percent (100%) of the total lump sum installation cost of construction of the ECMs. The bond will not be required to cover the operation and maintenance of the ECMs after construction is complete. The form and content of such bonds shall be in a form acceptable to the Owner.

Acceptable performance and payment bonds shall be limited to the following:

- 1.) Surety bonds underwritten by a company licensed to issue bonds in this State; or
- 2.) A certificate of deposit; credit union share certificate; or cashier's, treasurer's, teller's or official check drawn by, or certified check accepted by, and payable on demand to the State by the bank, a savings institution, or credit union insured by the Federal Deposit Insurance Corporation (FDIC) or the National Credit Union Association (NCUA).
 1. These instruments may be utilized only to a maximum of \$100,000.
 2. If the required security or bond amount totals over \$100,000, more than one instrument not exceeding \$100,000 each and issued by different financial institutions shall be acceptable.

If the ESCO fails to deliver the required performance and payment bonds, the ESCO's award shall be cancelled.

- VI.4. MINIMUM WAGE RATES.** All work for ECM under ESPC projects shall be done in compliance with Chapter 104, HRS, "Prevailing Wages for Public Works Project".

ATTACHMENT A - ESCO PROFILE FORM

NOTE: If this project is proposed to be implemented as a joint venture or partnership, this Attachment A should be completed for each firm, including client references for energy performance contracting projects implemented by each firm.

1. Firm Name: _____

Business Address: _____

City: _____ State: _____ Zip Code: _____

a. Names and Titles of Two Contact People

1) _____ Phone (_____) _____

2) _____ Phone (_____) _____

b. Submittal is for

Parent Company (List any Division or Branch Offices to be involved in this project)

Division (attach separate list if more than one is to be included)

Subsidiary

Branch Office: _____

Name of Entity: _____

Address: _____

2. Type of Firm Corporation Partnership Sole Proprietorship Joint Venture

3. Federal Employer Identification Number: _____

4. Year Firm was Established: _____

5. Name and Address of Parent Company, (if applicable)

6. Former Firm Name(s), (if applicable): _____

7. Minority Business Enterprise

a. Please indicate if your firm is a recognized Minority Business Enterprise Yes No

b. If yes, please indicate the appropriate category

Native American Hispanic Asian-Pacific American

Asian-Indian American Black Other _____

8. Five Year Summary of Contract Values for Energy Performance Contracting Projects

20__ : \$ _____ (to date) 20__ : \$ _____ 20__ : \$ _____
 20__ : \$ _____ 20__ : \$ _____

NOTE: All questions must be addressed by the ESCO in order for this qualification form to be properly completed. Failure to answer any question or comply with any directive contained in this form may be used by the Owner as grounds to find them ineligible. If a question or directive does not pertain to your organization in any way, please indicate that fact with the symbol N/A. For additional space attach 8-1/2" x 11" sheets and indicate reference number (i.e., 12a, 12b, etc.) to correspond to each question.

9. Corporate Background/Historical Data

- a. How many years has your firm been in business under its present business name? Years
- b. Indicate all other names by which your firm has been known and the length of time known by each name.

- c. How many years has your firm been involved in energy performance contracting?
 _____ Years
- d. Indicate the number of all energy performance contracting projects implemented by and currently under contract with your firm. Limit your response to ONLY those projects that have been managed directly by the specific branch, division, office or any individual in such branch, division or office that will be specifically assigned to this project. Attach additional sheets as necessary.
- e. Please identify all states in which your firm is legally qualified to do business.

10. Personnel Information

- a. Please indicate the number of full-time personnel employed by your firm and the number available to work on this project.
- b. Project Team Members.

Briefly describe the relevant experience, qualifications and educational background for each individual team member assigned to Owner’s project using the format provided below. Do not include individual resumes in lieu of this information.

Name of Project Team Member:	
Current Job Title: Job responsibilities: Number of years with ESCO: Primary Office Location:	
Employment History Company Name: Primary job responsibilities: Number of years with firm:	
Educational Background List all academic degrees, certifications, professional affiliations, relevant publications and technical training.	

List all guaranteed energy performance contracting projects this individual has been involved with during past 5 years. Include project location, type of facilities, year implemented and dollar value of installed project costs.	
Describe the specific role and responsibilities this individual had for each listed project.	
Provide a detailed description of the role and responsibilities this individual will have for the duration of this project.	
Describe any other relevant technical experience.	
Indicate the total years of relevant energy-related experience for this individual.	

- c. Submit an organizational chart that clearly identifies the roles and relationships of all key team members.
- d. Indicate whether your firm is currently accredited by the National Association of Energy Service Companies (NAESCO). ESCOs are not required to be accredited by NAESCO and NAESCO accredited ESCOs will not receive additional points.
- e. Certify that your firm will comply with all terms and conditions contained in the Owner's Request for Proposals (RFP) and contract documents.
- f. Briefly describe the types of financing used by your firm for past energy performance contracts, including the source of funds and the potential dollar amounts currently available to your firm to finance these types of projects.

11. Financial References

- a. Provide a company prospectus to include a Balance Sheet and Cash Flow statement not more than fifteen (15) months old.
- b. Please provide the name, address, and the telephone number of the firm(s) that prepared the Financial Statements.
- c. Please enclose banking references including financial institution, address, contact person, telephone number, and specific information on your firm's credit that may be used to fund construction for large-scale projects.
- d. Maximum individual project and aggregate bonding limits.
- e. Please certify that your company does not owe the State of Hawaii any taxes.
- f. Please certify that your company is not currently under suspension or debarment by the State of Hawaii, any other state, or the federal government.
- g. Please identify your firm's legal counsel for this project. Give the name and address of the primary individual responsible for contract negotiation.

12. Project History & Client References

Using the following forms, list five (5) energy performance contracting projects currently in repayment and under contract with your firm which most resemble the scope of this project and list all energy performance contracting projects performed in the State. Limit your response to ONLY those projects that have been managed directly by the specific branch, division, office or any individual in such branch, division or office who will be specifically assigned to this project. Projects with installed costs of less than

\$500,000 or single technology (e.g. lighting only, controls only, etc.) will not be considered. Attach additional sheets as necessary. Please put an asterisk by those project references involving buildings similar to the building(s) described in Attachment C. All information is required.

Project Name, Location and Owner	
Project Dollar Amount (installed project costs)	
Primary ECMs Installed	
Date Construction Started	
Date Constructed Completed	
Guarantee Period Start & End Dates	
Dollar Value of <u>Projected</u> Annual Energy Savings	
Dollar Value of <u>Guaranteed</u> Annual Energy Savings	
Dollar Value and Type of Annual Operational Cost Savings (if applicable) (e.g., outside maintenance contracts, material savings, etc.)	
Method(s) of Savings Measurement and Verification	
Provide the names of the primary personnel involved in this project and their specific roles and responsibilities.	
Provide CURRENT and ACCURATE telephone and FAX numbers of the Owner(s)' representatives with whom your firm did business on this project. You should ensure that all representatives are familiar with this project.	

13. Summary of Energy Savings Performance Data

For each project described above, complete the following table. Energy savings data must be provided in fuel units.

Annual Energy Savings

		Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
KWH							
KW							
Therms							
Water Gallons							
Other (Specify)							

Annual Energy Savings

		Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
KWH							
KW							
BTUs							
Water Gallons							
Other (Specify)							

ATTACHMENT A-1 - ESCO'S TECHNICAL ENERGY ASSESSMENT

Each respondent is required to fully answer all questions in each category listed below. Respondents must also include a Table of Contents, which indicates the section and page numbers corresponding to the information included. Failure to submit the required information as specified in this RFP will result in the deduction of points.

1. PROJECT MANAGEMENT

1.0 Project Summary.

Summarize the scope of services (design, financial, operations, maintenance, training, etc.) offered by your firm for this project including the added value to Owner of your firm's services. This scope of services is to include the entirety of an anticipated ESPC for Maui County, consisting of all economically feasible ECMs plus other improvements to help meet the owner's goals, such as hurricane resistance improvements to exteriors of buildings designated as resilience hubs or emergency shelters

1.1 Project Work Plan and Milestones.

Describe your proposed management plan for accomplishing the work. Provide a proposed project schedule and a sample timeline of milestones necessary to implement all phases of the project.

1.2 Training Provisions.

Describe your firm's proposed approach to providing technical training for facility personnel. Indicate the proposed number of personnel to be trained and the type and frequency of training to be provided for the duration of the contract. Indicate how your firm will address any turnover of key facility personnel as it relates to project performance.

1.3 Project Financing.

Describe your firm's preferred approach to providing or arranging financing for this project. Describe the structure of the financing arrangement including projected interest rate, financing term, repayment schedule, equipment ownership, security interest required, the responsibilities/liabilities of each party, and any special terms and conditions that may be associated with the financing of this project. Describe how construction will be financed.

1.4 Incentives and Utility Programs.

Describe your firm's strategy to obtain and maximize use of available state and federal grants and incentives for energy efficiency, renewable energy, climate action and resilience. Describe your firm's strategy to utilize available utility programs such as net metering, demand response and grid services to maximize ESPC project impact and minimize cost. Note additional incentives or programs that are anticipated to be available by the time of project implementation. Examples of past federal programs are ARRA funds and the CARES Act.

2. SITE SPECIFIC

2.0 Technical Site Assessment.

Based upon your preliminary technical energy assessment and available information, discuss the site conditions, status of building systems, current operating procedures and potential cost-effective energy improvement opportunities. Describe any equipment modifications, installations or replacements at the facilities that you propose to implement and those which warrant further study. Describe any operational changes you would recommend. If innovative or exotic technologies are being proposed please provide

information on previous installations on similar projects, including cost and performance results, and your company's in-house expertise or subcontractor relationship established to implement the technology.

2.1 Energy Baseline Calculation Methodology and Measurement and Verification Plan

Describe in the methods used to compute baseline energy use. Describe any computerized modeling programs used by your firm to establish baseline consumption. Summarize procedures, formulas and methodologies including any special metering or equipment, your firm will use to measure and calculate energy savings for this project. Describe the methods used to adjust the guaranteed level of savings from any material changes that occur due to such factors as weather, occupancy, facility use changes etc. Indicate any operational cost savings opportunities and how such savings are to be identified, documented and measured. Describe your firm's proposed approach to treatment of savings achieved during construction and how those savings will be documented and verified.

2.2 Energy, Water and Climate Tracking Tool

Describe your approach to energy, water and climate progress tracking and the proposed tool to be provided and implemented. Describe features, capabilities and platform to be used. Provide examples of graphics and summaries and list sites where a similar tool is implemented; provide link(s) to public access sites if possible.

2.3 Equipment Maintenance Approach

Please describe any major changes in operations or maintenance for this project that your company anticipates. Include a description of the types of maintenance services projected for this project. Please discuss the role of Owner's personnel in performing maintenance on the new and existing equipment. Discuss the relationship of maintenance services to the savings guarantee, any required duration of the maintenance agreement and what impact termination of maintenance prior to the end of the contract term would have on the savings guarantee.

ATTACHMENT A-2 – ESCO SAMPLE DOCUMENTS

Each ESCO shall provide sample documents of the items listed below:

Sample Customer Savings Report
Sample Project Commissioning Plan
Sample Measurement and Verification Plan
Sample IGA with costs

ATTACHMENT B – ESCO'S PRELIMINARY PROJECT COST AND CASH FLOW ANALYSIS

County of Maui Energy Savings Performance Contract Project

Project Name: _____
 Agency Name: _____ ESCO Name: _____

Fee Category	Fees ⁽¹⁾ Dollar (\$) Value	Percentage of Hard Costs
Estimated Value of Hard Costs⁽²⁾:		
Project Service Fees		
Investment Grade Audit		
Design Engineering Fees		
Construction Management		
System Commissioning		
Initial Training Fees		
Contingency Costs		
Construction Interest		
Incentives and Utility Programs ⁽³⁾		
Energy, Water and Climate Tracking Tool		
Project Service Fees Sub Total		
TOTAL FINANCED PROJECT COSTS:		

PROPOSED ANNUAL SERVICE FEES

First Year Annual Service Fees	Fees ⁽¹⁾ Dollar (\$) Value	Percentage of Hard Costs
Measurement and Verification		
ENERGY STAR™ Services		
Maintenance		
Performance Monitoring		
On-going Training Services		
Verification Reports		
TOTAL FIRST YEAR ANNUAL SERVICES		

NOTES:

1. Fees should include all mark-ups, overhead, and profit. Figures stated as a range will not be accepted.
2. The total value of Hard Costs is defined in accordance with standard AIA definitions that include:
 Labor Costs, Subcontractor Costs, Cost of Materials and Equipment, Temporary Facilities and Related Items, and Miscellaneous Costs such as Permits, Bonds Taxes, Insurance, Mark-ups, overhead and profit, etc.
3. Include net cost (savings) from anticipated state and federal incentives and from available utility programs, including all administrative and application costs.

ESCO's proposed interest rate available at the time of submission:

Financial Institution: _____

Contact person: _____

ESCO's PRELIMINARY ANNUAL CASH FLOW ANALYSIS

For the purposes of preparing the Preliminary Cost Proposal and Preliminary Cash Flow Analysis, a 20-year contract term and interest rate of 3 % must be used.

Financed Project Costs: _____
 Finance Term: 20 years
 Annual Interest Rate: _____
 Construction Months: _____
 Annual Payment: _____
 Net Present Value: _____

Escalation Rate by Utility/Fuel
 Electric: 3 %
 Water: 3 %
 Other (specify): 3 %
 Escalation Rate for Annual Fees: 3 %

Yr.	Electric Cost Savings	Water Cost Savings	Other Please Specify	Operational Cost Savings	Total Cost Savings	Maintenance Monitoring, M&V, & Training Fees	Guaranteed Cost Savings	Financing Payment	Net Savings
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
17									
18									
19									
20									
Total									

ATTACHMENT C – PROJECT SITES AND RELATED INFORMATION

1. PROJECT SITES

1.0 Sample Sites.

The sample sites listed below are examples of Maui County facilities, provided to assist ESCOs in evaluating the overall countywide ESPC opportunity. For these sample sites, respondents are also to demonstrate their approach to specific ECMs by performing initial technical evaluation of the listed ECMs for each site. At the ESCO's option, additional potential ECMs may be evaluated based on the information provided. Provide a table of ECMs evaluated and recommended for consideration for each site with evaluation results, including ECM name, description, implementation cost, energy savings, energy cost savings, other anticipated savings, and simple payback (see sample table below). Describe key assumptions made to complete the evaluation. More detailed information on these sites can be obtained through links below.

ECM Name	ECM Description	Savings Electric kWh	Savings Fuel MBTU	Savings Water MGal	Savings Other (specify)	Savings Energy & Water \$	Savings Other \$	Impl. Cost \$	Simple Payback Years
Totals / Overall									

Site	Address	Notes
Hookele New Service Center		ECMs to be evaluated: renewable energy system, roof mounted, or parking canopy mounted including parking lot paving; assume that 8 Nissan Leaf vehicles for Liquor Control will be charged daily at this site from 25% charge and driven nightly
Kihei Wastewater Reclamation Facility	480 E Welakahao Rd, Kihei, HI 96753	ECMs to be evaluated: methane capture
Lahaina Aquatic Center	245 Shaw St., Lahaina, Maui, HI 96761	ECMs to be evaluated: pool systems; indoor water
Lahaina Civic Center	1840 Honoapiilani Hwy., Lahaina, Maui, HI 96761	ECMs to be evaluated: HVAC, lighting, indoor water, irrigation; roof mounted renewable energy system with battery storage (to support use of facility as resiliency hub) Designated as a pilot community resilience hub.
Mokuhau Well Site		ECMs to be evaluated: well pumps

1.1 Additional Sites.

This incomplete list of additional sites is provided to illustrate the variety of Maui County facilities that are to be considered for the overall ESPC project. A more complete list of sites and electrical accounts to be considered is contained in the utility data spreadsheet in Attachment D. Detailed information on all relevant Maui County sites is to be developed by selected ESCOs with support from the owner as part of the IGA effort.

Site	Address	Notes
Kalana O Maui County Building	200 S. High St. Kalana O Maui Bldg, Wailuku, Maui, HI 96793	Primary County administrative building in Wailuku
War Memorial Complex	700 Halia Nakoia St. Wailuku, Maui, HI 96793	Main administrative office for Parks & Recreation; stadium; large parking lot; heated pool
Kahului Wastewater Treatment Plant	281 Amala Pl, Kahului, HI 96732	<ul style="list-style-type: none"> • Purpose is wastewater reuse • There is a wastewater reuse study that may be relevant for ESPC
Maui Police Department	55 Mahalani St, Wailuku, HI 96793	Main administrative office/station for Maui Police Department
Maui Fire Department	200 Dairy Road, Kahului, HI 96732-2978	Main administrative office and station
Kamole Weir		<ul style="list-style-type: none"> • County of Maui's largest water treatment plant located in Haliimaile off Baldwin Ave • This is the largest surface water treatment facility on Maui. It is located approximately 1,120 feet above sea level and relies on flow from the Wailoa Ditch. The facility has four booster pumps to move water up to the 2,800-foot elevation, where it can be pumped to the highest service areas at 4,500 feet (Haleakala Acres). The Kamole WTF is the primary source of water for nearly all of Upcountry during times of drought. • Treated water from the facility goes to 6,687 services and can supply water to almost the entire region (9,865 service) if necessary. Kamole is one of the largest microfiltration facilities for surface water in the U.S.A. Kamole's average daily production is 3.6 million gallons per day.
Kihei Aquatic and Community Center	303 E. Lipoa Street, Kihei, Maui, HI 96753	
Lahaina Wastewater Treatment Facility	Lahainaluna Rd, Lahaina, HI 96761	
Velma McWayne Santos Community Center	395 Waena Place, Wailuku, Maui, HI 96793	<ul style="list-style-type: none"> • Designated as a pilot community resilience hub.
Cooke Memorial Pool and Community Center and Police Station	220 Kolapa Pl., Kaunakakai, Molokai, HI 96748	

Site	Address	Notes
Hana Community Center and District Complex and Ball Park	5091 UAKEA ROAD, Hana, Maui, HI 96713	<ul style="list-style-type: none"> Hana Community Center is designated as a pilot community resilience hub.
Iao Water Treatment Plant		<ul style="list-style-type: none"> The plant produces approximately 1.70 million gallons per day. The approximate cost of the Iao water treatment plant was \$21.5 million. This treatment plant uses state of the art technology to produce high quality drinking water, including next generation membrane barrier filtration along with a non-hazardous onsite sodium hypochlorite generation system for disinfection which only uses salt, water and electricity.
Lahaina Water Treatment Plant		<ul style="list-style-type: none"> The project was paid for in part with State DOE funds in exchange for 100,000 gallons of water per day at no charge for Lahainaluna High School. This facility uses microfiltration to treat surface water and chlorine to disinfect it after treatment. The facility's source of water is the Kanaha Stream and its average daily production is 1.6 million gallons per day.
Mahinahina Water Treatment Plant		<ul style="list-style-type: none"> Mahinahina utilizes pre-sedimentation to treat raw surface water. Rapid mix, flocculation, and direct filtration with a mixed media filter are used. After this process, chlorine is added for disinfection. The approximate cost of the construction of this facility was \$18 million. Mahinahina's average daily production is 2.4 million gallons per day.
Olinda Water Treatment Plant		<ul style="list-style-type: none"> After treatment, disinfection is provided by a small amount of anhydrous ammonia, which is blended with chlorine to form chloramines. This facility's average daily production is 1.6 million gallons per day. The water that supplies the Olinda WTF comes from the Waikamoi Rain Forest and is stored in the 30-million-gallon Waikamoi Reservoirs and 100-million-gallon Kahakapao Reservoirs.
Piiholo Water Treatment Plant		<ul style="list-style-type: none"> Piiholo uses direct filtration to treat its water, and chlorine as a disinfectant. In 2015, granular activated carbon and air-stripping were added to the treatment process in order to reduce disinfection-byproducts. This has significantly

Site	Address	Notes
		<p>improved water quality and should ensure compliance with the state Department of Health as it relates to the removal of regulated contaminants for years to come.</p> <ul style="list-style-type: none"> • Piihola's average daily production is 3.24 million gallons per day.
Kihei Police Station	2201 Piilani Hwy., Kihei, Maui, HI 96753	
Eddie Tam Memorial Center	931 Makawao Avenue, Makawao, Maui, HI 96768	
Haiku Park and Community Center	Hana Highway at Piihola St , Haiku, Maui, HI 96708	
Kula Community Center and Tennis Courts	E. Lower Kula Rd., Kula, Maui, HI 96790	
Mayor Hannibal Tavares Community Center & Upcountry Pool	91 Pukalani St., Pukalani, Maui, HI 96768	
Kahului Community Center	275 Uhu Street, Kahului, Maui, HI 96732	

ATTACHMENT D – UTILITY DATA AND INFORMATION

1.0 Utility Data

Utility data and related information provided by Owner to be used by ESCO to assess countywide ESPC potential. [link](#)

2.0 Additional Utility Information

ESCOs are requested to consider relevant MECO/HECO tariffs and programs and Hawaii Energy programs in their analyses of this section (e.g. demand response programs, EV-tariffs, make-ready programs, time of use programs, Hawaii Energy program and customized rebates, other HECO/Hawaii Energy pilot program opportunities, etc.).

3.0 Instructions

Utilize this information in assessing ESPC potential for County of Maui and in development of Attachment B Preliminary Project Cost and Cash Flow Analysis.

ATTACHMENT E – RENEWABLE ENERGY SITES AND INFORMATION

1.0 Existing Renewable Energy Installations

Information on existing renewable energy installations, provided by Owner. Provide assessment of feasibility of buyout as part of ESPC. Provide a table of sites evaluated and recommended for buyout with evaluation results, including site name, description, buyout cost, energy production, energy cost savings, other anticipated savings, maintenance and repair cost and simple payback (see below). Describe key assumptions made to complete the evaluation. Do not include as part of Attachment B Preliminary Project Cost and Cash Flow Analysis. [Link](#)

Site Name	Site Description (size, capacity, features, etc.)	Production kWh	Consumption kWh	Savings Energy \$	Savings Other \$	O&M Cost \$	Buyout Cost \$	Simple Payback Years
Totals / Overall								

2.0 Potential New Renewable Energy Sites

Information on potential new renewable energy sites, provided by Owner, including identification of desired energy storage based on resilience hub designations. ESCO to recommend additional feasible sites for rooftop or parking canopy mounted arrays, with energy storage as appropriate to avoid production curtailment and support usage. Include feasible sites as part of Attachment B Preliminary Project Cost and Cash Flow Analysis. [Link](#)

ATTACHMENT F – COUNTY VEHICLE FLEET INFORMATION

1.0 County Vehicle Fleet Information

Information on vehicle fleet, provided by Owner [link](#). Provide requested evaluation of vehicle electrification potential as part of ESPC. Do not include as part of Attachment B Preliminary Project Cost and Cash Flow Analysis.

2.0 Instructions

Provide list of vehicles evaluated and recommended for electrification for each department with evaluation results, including description of current vehicle and replacement vehicle, vehicle quantity, replacement cost, fuel savings, electricity cost, energy cost savings, maintenance cost savings, vehicle cost and existing vehicle salvage (savings), and simple payback (see below). Describe key assumptions made to complete the evaluation.

Existing Vehicle Description	Replacement Vehicle Description	Vehicle Quantity	Savings Fuel Gal	Savings Fuel \$	Savings Maint. \$	Consumpt. Electrical kWh	Electrical Cost \$	Vehicle Cost \$	Vehicle Salvage \$	Simple Payback Years
Totals / Overall										

ATTACHMENT G – STREETLIGHT UPGRADE INFORMATION

1.0 Streetlight Upgrade Information

Information on interrupted retrofit of streetlights, provided by Owner [link](#). Provide requested assessment of project completion as part of ESPC. Do not include as part of Attachment B Preliminary Project Cost and Cash Flow Analysis.

2.0 Instructions

Provide evaluation results, including, implementation cost, energy savings, energy cost savings, other anticipated savings, and simple payback (see below). Assume 3,000 fixtures already owned by the County are to be retrofitted. Describe other key assumptions made to complete the evaluation.

Existing Fixture Description	Replacement Fixture Description	Fixture Quantity	Savings Electricity kWh	Savings Electricity kW	Savings Electricity \$	Retrofit Cost \$	Simple Payback Years
		3,000					
Totals / Overall							

ATTACHMENT H – CLIMATE ACTION AND RESILIENCY RESOURCES

1.0 Climate Action and Resiliency Information

Climate action and resiliency resource information provided by owner [link](#). Maui County RFP information is provided for reference on climate action and resiliency goals. City and County of Honolulu Plans are provided as examples similar to those ultimately developed for Maui.

**ENERGY SAVINGS PERFORMANCE CONTRACT
COUNTYWIDE FACILITIES
OFFICE OF THE MAYOR, COUNTY OF MAUI
RFP 21-22/ESPC**

ADDENDUM 1

- 1) Below is the updated detailed schedule* for this RFP (subject to change at the County of Maui's discretion):

Issue RFP.....	Week 1 (November 1, 2021)
Virtual Pre-Proposal Conference (optional ESCO Participation).....	Week 2 (November 8, 2021)
Deadline for RFP Inquiries from proposers by 4 pm.....	Week 4 (November 22, 2021)
Addendum Issued (if necessary as determined by County).....	Week 5 (December 1, 2021)
Proposals Due by 4 pm.....	Week 7 (December 13, 2021)
Virtual Oral Interviews announced if deemed necessary by County	Week 9 (December 29, 2021)
Virtual Oral Interviews held (if necessary as determined by County)..	Week 10 (January 5, 2022)
Notice of Selected ESCO.....	Week 11 (January 12, 2022)
IGA Contract Executed.....	Week 14 (February 2, 2022)
IGA Draft Due.....	Week 35 (June 27, 2022)
IGA Completed.....	Week 39 (July 25, 2022)
Energy Savings Performance Contract Negotiations	Week 40-45 (August 1 - September 5, 2022)
Energy Savings Performance Contract Executed.....	Week 46 (September 12, 2022)

*The above RFP schedule supersedes any previously issued schedule associated with this RFP.

- 2) The virtual pre-proposal conference has been scheduled from 10am-11am HST on Wednesday November 8, 2021. Attendance by potential proposers is optional. To attend, please use the BlueJeans invitation that you should have received via e-mail. Alternatively, attendees can participate using the following link:
<https://bluejeans.com/131784849>

- 3) Proposals submitted in response to this RFP are due by 4pm Hawai'i Standard Time (HST) on December 13, 2021.

Proposals shall be **submitted by mail** (must be postmarked by Dec 13) on a USB flash drive in pdf format along with one printed paper copy, otherwise the bids shall not be opened or considered. Also, bids received after the time fixed for opening will not be considered.

Proposals should be mailed to the following address:
Attn: Alex de Roode, Energy Commissioner, Office of the Mayor
200 S. High St.
Kalana O Maui Bldg 9th Fl.
Wailuku, HI 96793

In addition, proposals are **also** required to be submitted by 4pm HST on Dec 13 electronically in pdf format (maximum file size 10MB) by **email** to alexander.derroode@mauicounty.gov

**ENERGY SAVINGS PERFORMANCE CONTRACT
COUNTYWIDE FACILITIES
OFFICE OF THE MAYOR, COUNTY OF MAUI
RFP 21-22/ESPC**

ADDENDUM 2

- 1) It has been brought to our attention that the date of the Virtual Pre-Proposal Conference was mistakenly listed as November 8. The correct date is **November 10, 2021**.

- 2) Below is the updated detailed schedule* for this RFP (subject to change at the County of Maui's discretion):

Issue RFP.....	Week 1 (November 1, 2021)
Virtual Pre-Proposal Conference (optional ESCO Participation)....	Week 2 (November 10, 2021)
Deadline for RFP Inquiries from proposers by 4 pm.....	Week 4 (November 22, 2021)
Addendum Issued (if necessary as determined by County).....	Week 5 (December 1, 2021)
Proposals Due by 4 pm.....	Week 7 (December 13, 2021)
Virtual Oral Interviews announced if deemed necessary by County	Week 9 (December 29, 2021)
Virtual Oral Interviews held (if necessary as determined by County)..	Week 10 (January 5, 2022)
Notice of Selected ESCO.....	Week 11 (January 12, 2022)
IGA Contract Executed.....	Week 14 (February 2, 2022)
IGA Draft Due.....	Week 35 (June 27, 2022)
IGA Completed.....	Week 39 (July 25, 2022)
Energy Savings Performance Contract Negotiations	Week 40-45 (August 1 - September 5, 2022)
Energy Savings Performance Contract Executed.....	Week 46 (September 12, 2022)

*The above RFP schedule supersedes any previously issued schedule associated with this RFP.

- 3) The virtual pre-proposal conference has been scheduled from 10am-11am HST on Wednesday November **10**, 2021. Attendance by potential proposers is optional. To attend, please use the BlueJeans invitation that you should have received via e-mail. Alternatively, attendees can participate using the following link:
<https://bluejeans.com/131784849>

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

**ENERGY SAVINGS PERFORMANCE CONTRACT
COUNTYWIDE FACILITIES
OFFICE OF THE MAYOR, COUNTY OF MAUI
RFP 21-22/ESPC**

ADDENDUM 3

- 1) **Below is the updated detailed schedule* for this RFP (subject to change at the County of Maui's discretion):**

Issue RFP.....	Week 1 (November 1, 2021)
Virtual Pre-Proposal Conference (optional ESCO Participation)....	Week 2 (November 10, 2021)
Deadline for RFP Inquiries from proposers by 4 pm.....	Week 4 (November 22, 2021)
Addendum Issued (if necessary as determined by County).....	Week 6 (December 7, 2021)
Proposals Due by 4 pm.....	Week 7 (December 17, 2021)
Virtual Oral Interviews announced if deemed necessary by County...	Week 10 (January 5, 2022)
Virtual Oral Interviews held (if necessary as determined by County)	Week 11 (January 12, 2022)
Notice of Selected ESCO.....	Week 12 (January 19, 2022)
IGA Contract Executed.....	Week 14 (February 4, 2022)
IGA Draft Due.....	Week 35 (June 27, 2022)
IGA Completed.....	Week 39 (July 25, 2022)
Energy Savings Performance Contract Negotiations	Week 40-45 (August 1 - September 5, 2022)
Energy Savings Performance Contract Executed.....	Week 46 (September 12, 2022)

*The above RFP schedule supersedes any previously issued schedule associated with this RFP.

- 2) **The following are the County of Maui's responses to questions submitted by RFP Proposers:**

Question 1:

Addendum 1 states "Proposals shall be submitted by mail (must be postmarked by Dec 13) on a USB flash drive in pdf format along with one printed paper copy...". Can you please confirm the mailed package does not need to arrive at the County of Maui offices by 4 pm on Dec 13 but just needs a postmark by Dec 13?

Answer to Question 1:

The deadline for proposal submissions to this RFP has been extended to 4pm by December 17, 2021. A postmark by December 17, 2021 for mailed materials is sufficient. The mailed materials do not have to physically arrive at the County of Maui offices by this deadline. However, electronic submissions do need to also be submitted in pdf format by email to alexander.derode@mauicounty.gov by 4pm on December 17, 2021.

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Question 2:

Addendum 1 states "proposals are also required to be submitted by 4pm HST on Dec 13 electronically in pdf format (maximum file size 10MB) by email to alexander.derode@mauicounty.gov". There is concern that the request for sample documents may cause the PDF copy of the proposal to be greater than 10MB. Should this occur, could we submit the proposal in 10MB parts, or will the County accept a link in the email to download the complete proposal?

Answer to Question 2:

The deadline for proposal submissions to this RFP has been extended to 4pm by December 17, 2021. Proposals are also required to be submitted by 4pm HST on Dec 17 electronically in pdf format (maximum file size 10MB) by email to alexander.derode@mauicounty.gov. If proposers run into any issue in sending their proposals by email due to file size, the County will accept proposals to be submitted in multiple parts as multiple pdf documents. If submitting electronically via multiple emails, proposers are requested to please clearly label their email subjects and email attachments accordingly as "Part 1 of X", "Part 2 of X", "Part 3 of X", etc. Please do not send download links.

Question 3:

Does the County have an existing Energy Management and Control System (EMCS)? If so what is the make and manufacturer of the control platform and what buildings are connected to the system?

Answer to Question 3:

The County does not have a centralized EMCS. Most buildings have local controls and a few have independent systems. Water and wastewater facilities typically have SCADA systems.

Question 4:

RFP states, "Proposals shall address the items listed in Part IV, Evaluation Criteria for RFP and shall be limited to thirty (30) single-sided pages, excluding attachments." Please confirm that this is the true intent of the county to not include the attachments as part of the evaluations. If not, could the county please provide updated scoring criteria that includes evaluation of the attachments requested in Part 2 of the RFP?

Answer to Question 4:

It is the intent of the County to apply the evaluation criteria to the thirty (30) single-sided pages of the proposal. The scoring criteria will not be changed. Respondents are encouraged to submit proposals that are straightforward and concise, without extraneous materials. Attachments will only be considered as supporting or clarifying documentation to the core proposal, but will not be used in the evaluation scoring.

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Question 5:

The county desires to have an Energy, Water and Climate Action Tracking Tool. As one of the features the tool shall be "Implemented on a widely available, non-proprietary platform." Can the County provide additional clarification on this requirement?

Answer to Question 5:

The County invites proposers to propose innovative solutions for meeting this requirement. As stated in the RFP, this tool should be easily updatable and non-proprietary. Many municipalities use platforms such as tableau to house such data and to create engaging visualizations for communicating such data to both internal and external stakeholders, and to the general public. Virtual dashboards are often created to visualize such data.

Question 6:

What is the vision of incorporating this RFP with the forthcoming Climate Change, Sustainability and Resilience Whole System Solution Plan?

Answer to Question 6:

The County Office of Climate Change, Resilience, and Sustainability (CCRS) is spearheading an effort to develop a Joint Climate Action and Resilience Plan (CARP) for the County of Maui. In addition, CCRS also has contracts underway focused on projects such as creating resilience hubs, assessing Countywide vulnerabilities to climate change, and assessing new renewable energy opportunities across Maui County. The County of Maui expects that the selected ESCO will contribute its expertise in areas such as technology innovation, off-balance sheet financing, and data analysis to provide input into these planning efforts, and also partner with the County of Maui to identify and implement projects that help it achieve its climate action and resilience goals, objectives, and strategies. These goals, objectives, and strategies will be clearly identified by the County once the CARP has been developed and adopted. The development and adoption of the CARP is expected to be completed in the fall or winter of 2022.

Question 7:

What major capital improvements/projects are being considered in the next 2-5 years that may affect the ESCO projects or may be considered for inclusion into the ESCO project?

Answer to Question 7:

Detailed information about upcoming County CIP projects will be provided to the selected ESCO during the investment grade audit (IGA). The following is not a comprehensive list of upcoming County CIP projects, but can be used as a reference for ESCO proposers:

- War Memorial Gym: major renovation currently underway;
- Public level 2 electric vehicle charging stations will be installed at 10 County sites (estimated completion by end of CY2022);
- Other CIP upcoming projects will be shared with selected ESCO as a part of the IGA process.

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Question 8:

If permits are required, will County fast track those permits?

Answer to Question 8:

The selected ESCO will be expected to follow the required standard permitting process for all ESPC projects that require a permit. The County will assist with fast tracking of permits if appropriate and feasible.

Question 9:

The ESCO is responsible for disposal of equipment and materials. Are recycling and disposal facilities accessible on Maui?

Answer to Question 9:

There are limited recycling and disposal facilities available locally in Maui county. The selected ESCO will be responsible for recycling, repurposing, and disposing of waste materials using whatever facilities are available locally or elsewhere. The selected ESCO will be responsible for the appropriate recycling and disposal of all materials, using either on- or off-island facilities. The selected ESCO should prioritize recycling or repurposing waste materials, and only use disposal as a last resort.

Question 10:

Attachment E/F/G: "Do not include as part of Attachment B Preliminary Project Cost and Cash Flow Analysis" – To clarify, provide solutions but do not include in the cash flow in Attachment B?

Answer to Question 10:

Correct. The County wants to separately consider the feasibility of the measures described in Attachments E, F and G.

Question 11:

Should we include new solar PV power production in the Preliminary Annual Cash Flow Analysis table as "energy savings"?

Answer to Question 11:

Yes. Please separate out new renewable energy power production as a separate line item in the preliminary annual cash flow analysis table. Also, please provide a separate summary of proposed new renewable energy and energy storage sites, production, consumption, savings and costs.

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Question 12:

Water/Sewer Utility information was only provided for Kihei WWTP and Lahaina Aquatic Center. Please provide Water/Sewer utility information for the remaining sample sites if available.

Answer to Question 12:

Available water billing data is provided in the Facility Profiles for the Lahaina Aquatic Center and the Lahaina Civic Center. Proposers are asked to prepare their proposals using whatever data has already been provided. No additional data shall be provided at this time. ESCOs are invited to provide estimated savings using their own assumptions based on industry averages. However, it is recommended that ESCOs provide details of any assumptions made in their proposals.

Question 13:

The provided information (Consumption.PDF) shows that there are approximately 5,000 HID fixtures of various wattages spread across the three islands. Please provide an estimate of how many streetlights have already been replaced in the County wide streetlighting project.

Answer to Question 13:

Assume that sufficient fixtures have been replaced such that there are 3,000 remaining to be replaced.

Question 14:

The instructions state to assume "3,000 fixtures already owned by the County are to be retrofitted." The consumption.pdf file provided in attachment D detail approximately 5,000 HID fixtures. Please clarify if 3,000 fixtures are to be included for the streetlight evaluation or 5,000 fixtures? Will the 3,000 streetlight fixtures already owned by the county be provided to the ESCO at no-cost and the ESCO is responsible for installation?

Answer to Question 14:

Assume that 3,000 fixtures will be provided by the County at no cost to the ESCO for installation. However, the County would also like the selected ESCO to assess the possibility of upgrading the uninstalled fixtures already owned by the County in the event that newer improved technology would be preferable to install rather than installing the already purchased older lighting technology. Assume 3-4 year old LED streetlight technology for existing owned uninstalled street lighting fixtures.

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Question 15:

Please provide Hot Water Demand if any? Attachment D (e. Facilities for RFP) / Lahaina Aquatic Center

Answer to Question 15:

Available information on water usage has been provided in Facility Profile. FY 2020 propane usage was 2,925 pounds at a cost of approximately \$6,500. See attached document entitled "LAC Additional Info" for further information.

Question 16:

Is there a backup well to this site? Or back up generation if electricity goes down? What are the specifications of both the backup well and generators? Attachment D (e. Facilities for RFP) / Mokuhau Well

Can you provide more information about the Mokuhau Well? The recommended ECMs specified in Attachment C is "well pump". The information provided is pump HP and flow rates, and some production history. Are there any problems with this well pump or any operational issues?

Answer to Question 16:

The Mokuhau site has 2 wells and 2 pumps per the information provided. The smaller pump has diesel backup. There are no known problems with the well pumps or any operational issues that have been reported. Further investigation regarding the status of the equipment at this site should be conducted as a part of the IGA.

Question 17:

What ECM's were implemented from Energy Audit? Other County Facilities / Maui War Memorial Complex

Answer to Question 17:

Proposers should assume that all identified ECMs have been or are in the process of being implemented. This will need to be confirmed as a part of the IGA.

Question 18:

What types of electrical load comprise the 491KW? Other County Facilities / Kehalani Community

Answer to Question 18:

No additional information is currently available on electrical loads for the Kehalani Community site. It will require further evaluation as a part of the IGA.

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Question 19:

Please provide Tax Map Key Number. Other County Facilities / Kehalani Community

Answer to Question 19:

Proposers are asked to please disregard this site for the purposes of preparing their RFP proposals. Further investigation will be needed as a part of the IGA.

Question 20:

Could the County provide a summary of the types of electrical loads at the facility for the 316kw load? Other County Facilities / Police Department Kahului Tank SCADA

Answer to Question 20:

No additional information is currently available on electrical loads for the Police Department Kahului Tank SCADA site. It will require further evaluation as a part of the IGA.

Question 21:

Please provide Tax Map Key Number. Other County Facilities / Police Department Kahului Tank SCADA

Answer to Question 21:

Proposers are asked to please disregard this site for the purposes of preparing their RFP proposals. Further investigation will be needed as a part of the IGA.

Question 22:

What HECO net energy metering tariff is each of the existing 33 renewable energy sites under?

Answer to Question 22:

Details on the net energy metering tariff are not known to the County since its contract is with the PPA Provider. Given the timing of when the PPAs were entered into in 2011, most of the PV projects are likely under the grandfathered original HECO NEM program. See attached document entitled "PPA - Maui Sites – County of Maui" (page 13).

Question 23:

What are the early termination or buyout clauses in each of the existing 33 PPA's?

Answer to Question 23:

See attached document entitled "PPA - Maui Sites – County of Maui" page 22 for early termination clauses.

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Question 24:

Could the County provide the maintenance records of each of the existing PPA sites?

Answer to Question 24:

PPA site maintenance records are not currently available to the County. This should be further investigated as a part of the IGA.

Question 25:

Report states that 6 of the existing PPA sites no longer reporting energy production? Why?

Answer to Question 25:

Reasons for no reported energy production are not known. This should be further investigated as a part of the IGA.

Question 26:

What is the current cost of capital for the County of Maui if it were to buy out the existing PPA's?

Answer to Question 26:

Assume that cost of capital is 3% per year.

Question 27:

Please provide Total Annual Fuel Expense pre-COVID 2017-2019 on identified Fleet Vehicles.

Answer to Question 27:

This data is not currently available. This should be further investigated as a part of the IGA. Proposers can assume typical average fuel consumption for listed vehicles.

Question 28:

Please provide the Total Annual Repair and Maintenance Expense pre-COVID 2017-2019 on identified Fleet Vehicles.

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Answer to Question 28:

This data is not currently available. This should be further investigated as a part of the IGA. Proposers can assume typical average maintenance cost for listed vehicles.

Question 29:

Is County working with HECO on any electrical upgrades for charging stations? If so, where so that the ESCO does not duplicate projects?

Answer to Question 29:

The County has an existing contract in place with contractor OATI to install qty. 10 Level 2 EV charging stations for public charging at the locations listed below. In addition, the County has an existing Level 2 EV charging station for public charging at the new Kihei Gym, and an existing DCFC EV charging station operated by HECO for public charging at the Lahaina Aquatic Center. Within the next 1-2 years, HECO may also install DCFC charging stations for public charging at the Haiku Community Center and at the Kalana O Maui (Maui County Building). The County encourages proposers to propose EV charging stations for additional public and workplace charging, as well as for fleet vehicle charging, with the expectation that the need for EV charging infrastructure will grow exponentially in the years to come.

Site Number	Site Name	Location	Level 2 EV Chargers	DCFC EV Charger
1	Maui County Kalana O Maui Building	Wailuku	Y (1 Dual Port) - In process	Planned
2	Lahaina Aquatic Center	Lahaina	Y (1 Dual Port) - In process	Installed
3	Haiku Community Center	Haiku	Y (1 Dual Port) - In process	Planned
4	Ho'okele, County Service Center	Kahului	Y (1 Dual Port) - In process	N
5	Kihei Aquatic Center	Kihei	Y (1 Dual Port) - In process	N
6	Lahaina Civic Center	Lahaina	Y (1 Dual Port) - In process	N
7	Eddie Tam Memorial Center	Makawao	Y (1 Dual Port) - In process	N
8	Hana Community Center	Hana	Y (1 Dual Port) - In process	N
9	Papohaku Park	Wailuku	Y (1 Dual Port) - In process	N
10	Cooke Memorial Pool	Molokai	Y (1 Dual Port) - In process	N

Question 30:

On what basis did the County establish the stipulated IGA fee of \$150,000? Considering a 3 island comprehensive IGA, this fee is extremely low. Is there flexibility to negotiate this fee?

Answer to Question 30:

The \$150,000 referenced in the RFP is the walk away fee to be provided to the selected ESCO in the event that the County does not proceed to ESPC from the IGA, and is not subject to

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

negotiation. If the County proceeds to ESPC, the total IGA fee will be based on that proposed in the ESCO's Preliminary Project Cost and Cash Flow Analysis.

Question 31:

Please provide water and sewer usage and billing data to support evaluation of water efficiency measures in the sample facilities and water reduction potential countywide.

Answer to Question 31:

Water billing data is provided in the Facility Profiles for the Lahaina Aquatic Center and the Lahaina Civic Center. No additional water and sewer billing data will be provided at this time for the purposes of preparing RFP responses. Additional water and sewer data will be provided upon request during the IGA.

Question 32:

Please provide data on maintenance costs per mile for EV and ICE vehicles.

Answer to Question 32:

As a baseline, use minimum maintenance costs per mile of \$0.06 and \$0.10 for light duty EV and ICE respectively, and a multiplier from EV cost to ICE cost of 1.7. If you feel that different values are appropriate, state your assumptions and justifications.

Question 33:

Will the County issue/execute additional PPAs before the Build Back Better legislation becomes law or before completion of the IGA, potentially forgoing benefits of that legislation?

Answer to Question 33:

The County of Maui is continuously assessing proposals for various opportunities. The County reserves the right to pursue opportunities, including PPAs, at any time it deems appropriate and in the best interest of Maui County. The County recommends that proposers consider incorporating existing and likely future incentives (including tax credits and other potential federal and state funding sources) in their proposals.

Question 34:

Regarding Page 26, Section 2.3 do you want all respondents to include maintenance of the equipment we are installing in a Planned Service agreement for every year of the term of the ESPC Contract?

ESPC - COUNTYWIDE FACILITIES - RFP 21-22/ESPC - ADDENDUM 3

Answer to Question 34:

Yes. Please provide this information as a separate cost line item.

Question 35:

Can you confirm that all respondents should use the water, sewer and gas rates as follows: \$5.85/kgal for water, \$6.70/kgal for sewer (assumes that all facilities pay for sewer based on water consumption, but was no data provided about sewer charges), \$3.15/gal for propane (mostly for domestic water heating)

Answer to Question 35:

Assume that the water rate is equal to the general rate for all non-residential water consumers at \$5.85 per gallon for over 15,000 gallons (<https://www.mauicounty.gov/216/Water-Charges>).

Assume that the sewer is equal to the non-residential sewer user fee for a single meter at \$6.70/kgal (<https://www.mauicounty.gov/815/Non-Residential-Fees>).

Assume that the gas rate – according to Hawaii Gas, Schedule No. 150 for governmental gas customers in Maui is \$2.22613 per therm

(https://www.hawaiigas.com/media/cfrkvem5/hgas_tariff_mau_i_rate_sch_02-01-2019.pdf)

Assume that the propane rate is \$3.15/gal.

Further refinement of these rates should be identified as a part of the IGA.

Question 36:

The “Internal Findings Report 2021 Data Verification” spreadsheet, which contains the utility data, shows in the Tables sheet (columns W & X) an average \$0.3459/kWh rate for almost all the sites and varying \$/kW rates for each site. However, different sites are on different MECO rate schedules and the actual average effective rates from MECO over the most recent 12 months are as shown below. Can you confirm we should use the rates as shown on the “Internal Findings Report” table, or should we use the average rates as shown below?

	Energy (\$/kWh)				Demand (\$/kW)			
	Sch G	Sch J	Sch F	Sch P	Sch G	Sch J	Sch F	Sch P
Avg last 12 months	0.325372	0.279208	0.316327	0.255279	0	13	0	25

Answer to Question 36:

We recommend that proposers use the rates identified in the table above. If using different or blended rates, please identify rates being used as the basis of your proposals.

BFED Committee

From: Lesley Milner <Lesley.J.Milner@co.maui.hi.us>
Sent: Friday, July 26, 2024 8:48 AM
To: BFED Committee
Cc: Leo Caires; Michelle Santos
Subject: BFED-21(24) Response
Attachments: BFED-21(24) Reponse.pdf

Aloha,

Please see the attached correspondence from the Chief of Staff. A hard copy will also be delivered to BFED staff this morning. Thank you!

-Lesley