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2. Proposal Letter

February 27th, 2014

City of Fort Lauderdale
Procurement Services Division
Fort Lauderdale City Hall
100 N. Andrews Avenue, 6th Floor
Fort Lauderdale, FL 33301

Mr. Ronald Archey:

We are pleased to provide our qualifications statement for your Request for Qualifications No. 946-11316 Engineering Services - Energy Performance Contracting

BGA, Inc., A ConEdison *Solutions* Company, hereinafter referred to as ConEdison *Solutions*, has been a Florida focused business since its inception in 1986, specializing in analyzing, engineering and implementing energy conservation projects. ConEdison *Solutions* and all assigned key professional staff possess all licenses and certifications required to provide the requested services in the State of Florida and the City of Fort Lauderdale.

ConEdison *Solutions* understands the City of Fort Lauderdale seeks a qualified Firm to provide an investment grade energy performance audit to identify energy improvements and operational savings for all or some of the listed facilities including street lighting. Then provide a comprehensive audit report with guaranteed savings from which the City may choose to select a scope of projects to be executed under a Guaranteed Energy Performance Contract. ConEdison *Solutions* has been providing these types of services for over 27 years to Florida's municipalities, school districts, hospitals, colleges, universities, and other clients since its inception in 1986. In fact, we have been doing this longer than any other ESCO, and have performed over 2000 investment grade audits in Florida alone.

We hope to be honored with the opportunity to participate in an interview or presentation phase of this RFQ (if it is offered) to meet the selection committee and introduce the very project team that would work closely with the City of Fort Lauderdale's staff and team in developing potential performance contracting projects. ConEdison *Solutions* is committed to performing the work within a mutually agreed upon time period and will ensure we maximize the value and benefits for the City.

Here is a quick rundown of the strengths and benefits we feel our team will bring to the project:

ConEdison Solutions is Florida's Most Selected ESCO- Recent Successes

- ✓ A large number of Florida Municipalities, Counties and Schools have found our **value proposition** compelling and have competitively selected ConEdison *Solutions* as their ESCO.
- ✓ We recently completed the installation of one of the largest current Performance Contracts in Florida with **Miami-Dade County** (\$21Million)



City of Fort Lauderdale

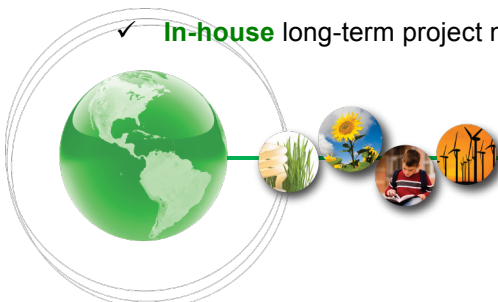
- ✓ We recently completed the installation of our Performance Contract with **Lake County Schools** (\$6.3 Million)
- ✓ We are in the final installation stages of our of our Performance Contract with **Pasco-Hernando Community College** (\$6 Million)
- ✓ We are currently installing our Performance Contract with **Martin County Government** (\$14 Million)
- ✓ City Council has recently approved our Performance Contract with the **City of Miami Springs** (\$1.6 Million)
- ✓ City council has recently approved our Performance Contract with the **City of Punta Gorda** (\$750,000)
- ✓ We were selected by the **City of Hialeah** and have since completed:
 - 1) Phase I Installation: EECBG Grant Project – all LED City Hall interior lighting, exterior lighting and parking garage lighting
 - 2) Phase II Installation: City Hall design-build HVAC renovations
 - 3) Phase III Investment Grade Energy Audit – currently finalizing the Performance Contracting project for the rest of the City’s facilities (\$9 - \$12 Million).
- ✓ We were selected as the Performance Contractor, have completed Investment Grade Audit and are finalizing the contract documents with **Brevard County Government** (\$15.5M).
- ✓ We were selected as the Performance Contractor, have completed Investment Grade Audit and are finalizing the contract documents with the **City of Fort Pierce** (\$6 Million)

We Are Neutral Regarding Vendor, Technology, Manufacturer, Equipment and Services

- ✓ Our unique position as a non-manufacturer/maintenance provider allows us to perform our services in the role of **trusted advocate**, looking after the best interests of the City.
- ✓ **We owe no loyalty** to any technology, equipment manufacturer, energy type, utility company, or internal or external maintenance service organizations – a long term relationship and the City’s best interest is our only objective.

MEP Design-Build Model flexibly integrated to fit Performance Contracting

- ✓ We **self-perform** energy engineering and mechanical, electrical and plumbing design using our in-house engineering staff – which translates into **lower overhead** and **more project for the dollar than other ESCOs**.
- ✓ **In-house** energy engineering and MEP design (we sign and seal our own drawings).
- ✓ **In-house** construction management and project commissioning.
- ✓ **In-house** long-term project monitoring and verification.



Customer-Oriented Financial Model - No Cost or Risk, Shared Tax Benefits, Client Direct Purchase

- ✓ Our **in-house services** mentioned above allow us to perform the Investment Grade Energy Audits **at our risk**. The City of Fort Lauderdale will not be forced into either paying for an expensive Energy Audit or entering into a Performance contract
- ✓ We **share 50% of our net tax benefit** under the Energy Policy Act of 2005 with the City of Fort Lauderdale.
- ✓ The City has the option to **direct purchase** equipment from manufacturers, **eliminating sales tax costs**.

Local Contractors, Local Jobs, No Disruption of Existing Relationships

- ✓ We **utilize local contractors** as desired and approved by the City of Fort Lauderdale to ensure the maximum number of jobs created by any developed projects stay within the local economy.
- ✓ We work with your team to **enhance** existing service relationships - we **encourage the use of existing staff and contractors** to perform long-term maintenance.

From Plan to Action - Integrate the Performance Contracting Goals with Goals of the City's Sustainability Action Plan

- ✓ ConEdison *Solutions* staff will work with the City staff and committees to collaboratively structure our **Performance Contract goals** to align with **sustainability goals** set forth by the **City of Fort Lauderdale Sustainability Action Plan**
- ✓ ConEdison *Solutions* will work with Staff to **achieve leadership goals** of:
 - **Lead by Example** – incorporating **LED Streetlights** and/or **Renewable Energy components** into the performance contract project is one way of showcasing the City's Green efforts to the broader community.
 - **Implement and Enforce Sustainability Policies** – Any good performance contract will include a number of system automation to ensure savings are achieved. In order to maximize savings, energy systems automation will be coupled with training and recommended policy enforcement.
 - **Stimulate Green Local Economy** – BGA commits to leveraging our existing relationships with **local and minority subcontractors** as well as providing the opportunity for other local and minority subcontractors to participate within this project(s).
 - **Prepare for Climate Change Impacts** – the energy reduction and sustainability results of any performance contracting project will leave the City in a favorable position to adapt to any environmental, financial or legislative effects of Climate Change.



- ✓ We will approach the development of this project(s) with the objective of attaining the City's **long-term energy, water and air quality performance goals** of at least a **20% reduction below 2010 levels**.
- ✓ Our in-house engineering and design team have incorporated **Sustainable Green Strategies** on all our previous projects and have also provided **LEED Certification** services, where requested or desired by our clients.

Highly Qualified, Highly Experienced

- ✓ We have provided more than **27 years of engineering services** to the Florida community.
- ✓ Our office's **primary business focus** has always been energy conservation services, and has been focused on such projects and programs since its inception in 1986, **longer than any other Florida ESCO**.
- ✓ We have an extensive history as a **prime performance contractor** with over **\$150 million** of installed energy performance contracts in **Florida**.
- ✓ We are the **most experienced energy auditing firm** in Florida, having done more investment grade energy audits in the State of Florida than any other ESCO (over **2,000 Investment Grade Energy Audits** covering over **35,000,000 square feet** of building space.)
- ✓ We are recognized as **Florida's central chiller plants experts**, our **in-house engineering teams** have **designed and/or built** more such plants than any other ESCO in the state.
- ✓ Over the years, many other Florida ESCOs have procured our energy engineering services to perform investment grade audits and design work for their performance contracts – **We are the ESCO's ESCO!**
- ✓ **Experience** – We have a deep bench of engineering, design, commissioning, energy project management and construction experience right here in Florida...not outsourced. (Licensed Professional Engineers, Licensed General and Mechanical Contractors, Certified Energy Managers, Certified Lighting Efficiency professionals, and LEED Accredited Professionals)



Our primary point of contact for the management of this project will be:

Craig Fisher, Performance contracting (PC) Specialist
Phone (305) 773-6993
fisherc@conedsolutions.com

We are looking forward and excited about working with the City of Fort Lauderdale on this important project.

Sincerely,

Sunil Shah
Regional General Manager



BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Services Division, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below **must** be completed. If the field does not apply to you, please note N/A in that field.

Submitted by:  (signature) 2/26/14 (date)
Name (printed) Jeff Stokes Title: Program Manager
Company: (Legal Registration) BGA, Inc., A ConEdison Solutions Company

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/>).

Address: 3101 W. Dr. Martin Luther King Jr. Blvd., Suite 110
City: Tampa State: FL Zip: 33607

Telephone No: 813-375-3421 FAX No: 813-375-3400 Email: stokesj@conedsolutions.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): Based on contract terms

Payment Terms (section 1.04): Net 30 Total Bid Discount (section 1.05): Based on contract terms

Does your firm qualify for MBE or WBE status (section 1.09): MBE N/A WBE N/A

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued
<u>1</u>	<u>February 17, 2014</u>
<u>2</u>	<u>February 26, 2014</u>

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. **HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS.** If this section does not apply to your bid, simply mark N/A in the section below.

Variations: N/A

revised 11-29-11



ITB NO.

TITLE:

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

- (1) _____
Business Name is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.
- (2) Sustainable Performance Solutions LLC _____
Business Name is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.
- (3) _____
Business Name is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.
- (4) _____
Business Name requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
- (5) _____
Business Name requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
- (6) _____
Business Name is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration.

BIDDER'S COMPANY: BGA Inc. A ConEdison Solutions Company
 AUTHORIZED COMPANY PERSON: Jeff Stokes [Signature] 2/26/14
NAME SIGNATURE DATE

October 1, 2013





City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 1

RFQ 946-11316
General Engineering – Energy Performance Contracting - CCNA

ISSUED February 17, 2014

1. This addendum is being issued to make the following change:

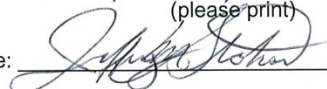
ARTICLE 6
TERM OF AGREEMENT; TIME FOR PERFORMANCE

- 6.1 The initial term of this Agreement shall be in alignment with FS 489.145 for comprehensive performance contract not to exceed 20 years. The contract may provide for repayment to the lender of the installation construction loan through installment payments for a period not to exceed 20 years. The term of a contract expires at the end of each fiscal year and may be automatically renewed annually for up to 20 years, subject to the City of Fort Lauderdale making sufficient annual appropriations based upon continued realized energy, water, and wastewater savings.

All other terms, conditions, and specifications remain unchanged.

Kirk W. Buffington, CPPO, C.P.M. MBA
Deputy Director of Finance

Company Name: BGA, Inc. A ConEdison Solutions Company
(please print)

Bidder's Signature: 

Date: 2/26/14





City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 2

RFQ 946-11316
General Engineering – Energy Performance Contracting - CCNA

ISSUED February 25, 2014

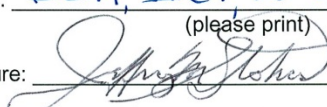
1. This addendum is being issued to make the following change:

ARTICLE 6
TERM OF AGREEMENT; TIME FOR PERFORMANCE

- 6.1 The initial term of this Agreement shall be in accordance with Section 489.145, Florida Statutes (2013), to wit: one year from the effective date, renewable until September 30, 2015. Thereafter, any renewal periods of the Agreement end on September 30 of each year and the Agreement may be renewed annually, except that the total number of years shall not exceed twenty. Any renewal of this Agreement is subject to the City making sufficient annual appropriations based upon continued realized energy, water, and wastewater savings.

All other terms, conditions, and specifications remain unchanged.

Kirk W. Buffington, CPPO, C.P.M. MBA
Deputy Director of Finance

Company Name: BGA, Inc. A ConEdison Solutions Company
(please print)
Bidder's Signature: 
Date: 2/26/14



3. Qualifications of the Firm


BGA, Inc., A ConEdison *Solutions*' company (BGA), is an energy services company (ESCO), and has been a Florida focused business since its inception in 1986 specializing in analyzing, engineering and implementing energy conservation projects. We have experience providing more than 27 years of engineering services to the Florida community and more than a 15 year resume as a prime performance contractor with hundreds of millions of dollars worth of installed energy performance contracting projects in Florida.

We are accredited by the National Association of Energy Services Companies at the Energy Service Provider (ESP) level, which is the most comprehensive and **highest accreditation that NAESCO provides**. As such, it includes all of the services offered by energy services companies, as well as energy supply options. **ConEdison's Jim Dixon is the current NAESCO Chairman of the Board.**

We are a local company with a national reach. Our corporate headquarters are in Valhalla, NY and we have regional offices in Burlington, MA; Cherry Hill, NJ; Falls Church, VA; **Tampa, FL**; Overland Park, KS; and Houston, TX. **Any work undertaken for City of Fort Lauderdale will be managed, staffed, and conducted out of our regional office in Tampa, Florida (BGA).**

ConEdison *Solutions* is a wholly-owned subsidiary and registered trademark of Consolidated Edison, Inc. (CEI). CEI is listed on the New York Stock Exchange under ticker symbol: ED. **CEI is one of the nation's longest operating and largest investor-owned energy companies, with approximately \$13 billion in annual revenues and \$33 billion in assets. CEI is the oldest operating utility in the United States.**

The U.S. Department of Energy (DOE) and Department of Defense (DOD) have both designated ConEdison *Solutions* as an approved provider of energy efficiency, renewable energy and water conservation services to federally owned buildings and facilities nationwide.



As the result of a nationwide selection process intended to identify qualified vendors, ConEdison *Solutions* became one of a handful of providers so designated, which underscores ConEdison *Solutions*' proven ability to help government entities achieve their energy savings goals. ConEdison *Solutions* has held this designation since 2003, so this re-designation marks a continuation and expansion of ConEdison *Solutions*' relationship with DOE and DOD.

In 2007, ConEdison *Solutions* purchased BGA, an energy services and engineering company based in Tampa, FL that



City of Fort Lauderdale

has been providing energy conservation services to Florida's public agencies since its founding in 1986.

ConEdison is committed to sustainable business practices and conservation as is evidenced by the following rankings over the last several years:

- ✓ Consolidated Edison Inc. (Con Edison) has been ranked #1 among all S&P 500 companies by the Carbon Disclosure Project (CDP) in its Carbon Disclosure Leadership Index (CDLI), as well as #1 among utilities in the new Carbon Performance Leadership Index (CPLI).
- ✓ **'Green Power'** From ConEdison Solutions Reduced Carbon Dioxide Emissions by 197,195 Tons
- ✓ Con Edison ranked 17th among Corporate Responsibility Magazine's "Best 100 Corporate Citizens" and second among all the utilities in the ranking, according to the magazine's 12th annual survey. Corporate Responsibility Magazine's annual 100 Best Corporate Citizens list is known as one of the world's top corporate responsibility rankings based on publicly-available information, and is recognized by PR Week as one of America's top three most-important business rankings. Data for the rankings were gathered from 100-percent, publicly-available sources and computed by IW Financial, a Portland, Maine-based financial analysis firm serving the Environment-Social-Governance (ESG) investment community. Evaluation categories for the rankings included *climate change abatement*, corporate governance, employee relations, *environmental impact*, financial performance, human rights and philanthropy.

Licenses of our City of Fort Lauderdale key project team members are provided in the next section: "4. Qualifications of the Project Team".

BGA, A ConEdison *Solutions* Company

Program Manager: Jeff Stokes

3101 West Dr. Martin Luther King, Jr. Blvd., Suite 110
Tampa, FL 33607
Tel: (813) 375-3421
stokesj@conedsolutions.com

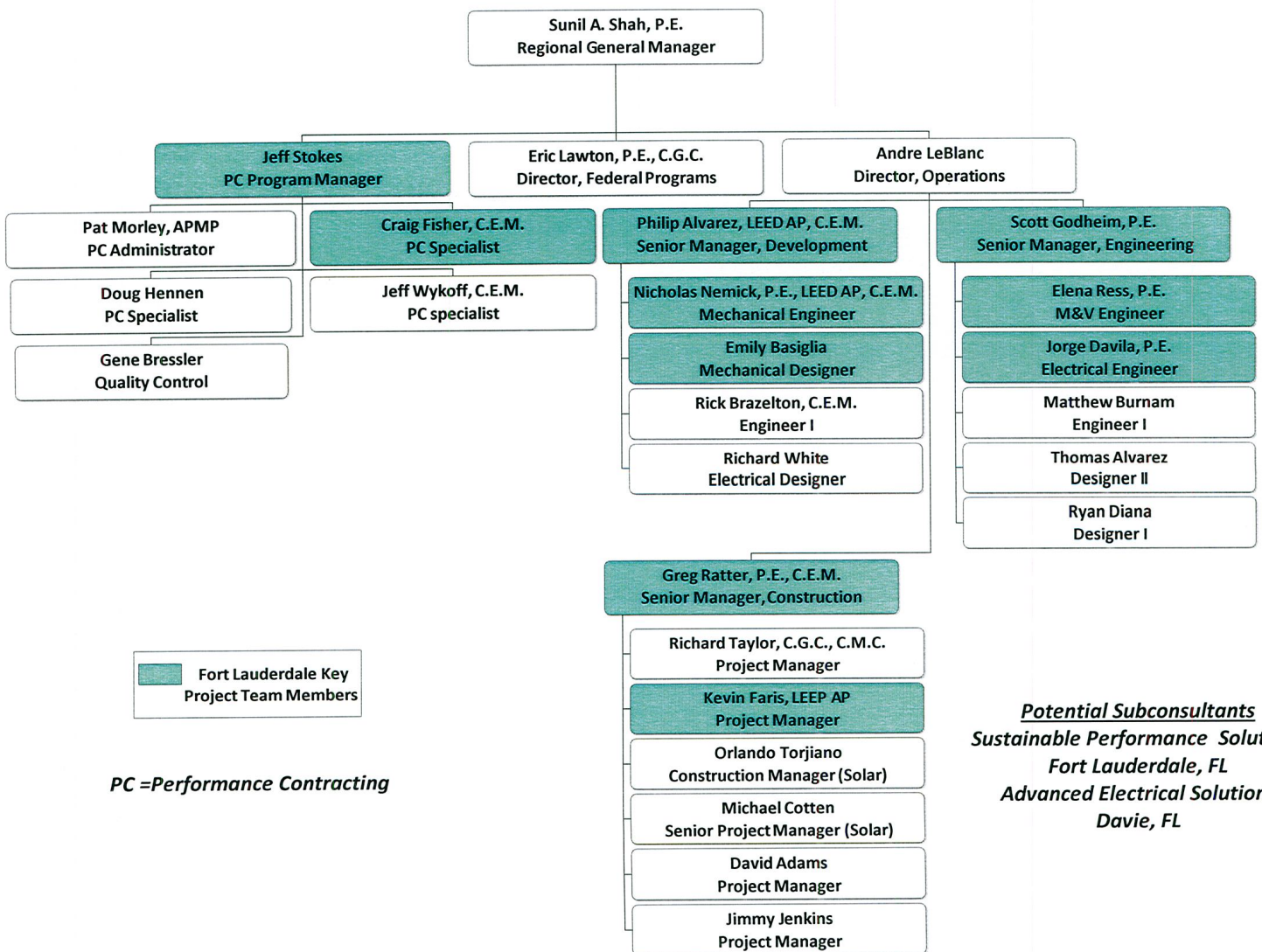
Performance Contracting (PC) Specialist: Craig Fisher

185 SW 7th Street, #4005
Miami, FL 33130
Tel: (305) 773-6993
fisherc@conedsolutions.com



4. Qualifications of Key Project Team Members

ConEdison Solutions Florida Office



Key Project Team Members	Title
Jeff Stokes	Program Manager
Greg Ratter, P.E., C.E.M.	Senior Manager, Construction
Kevin Faris, LEED AP	Project Manager
Craig Fisher, C.E.M.	Performance Contracting (PC) Specialist
Phil Alvarez	Senior Manager Development
Scott Godheim, P.E.	Senior Manager, Engineering
Nik Nemick, P.E., LEED AP, C.E.M.	Mechanical Engineer
Elena Ress, P.E.	Monitoring and Verification (M&V) Engineer
Jorge Davila, P.E.	Electrical Engineer

Jeff Stokes - Program Manager

Mr. Stokes will be the Program Manager for The City of Fort Lauderdale. He will be involved throughout the entire project including the energy audits, project design, project financing, project implementation, project monitoring and verification and ongoing maintenance.

Mr. Stokes has been involved in the performance contracting business for 24 years. He began his career in Ohio, which became the first State to pass performance contracting legislation allowing public entities to enter into performance contracting agreements. While in Ohio, he was the Program Manager for performance contracting projects implemented in 23 of Ohio’s public school districts.

Jeff moved to Florida in 1996 to continue his performance contracting career. His major Florida performance contracting projects include Martin County Government (\$14M), Polk County Government (\$6.7M), The City of St. Petersburg – Tropicana Field (\$5.6M), Hernando County Government (\$1.4M), Lake County Schools (\$6.3M) Pasco-Hernando State College (\$6M) and Hernando County Schools (\$17.4M). Also, while with a major Florida utility, Jeff was integral to the company’s performance contracting selections for Marion County Schools, the Department of Management Services, the Hillsborough County Sheriff’s Office, Leon County Government and the University of South Florida in St. Petersburg. Jeff has been involved with Investment Grade Energy Audits in over 200 facilities throughout his career.

Education: University of Illinois, Champaign-Urbana, BS Engineering

Professional Affiliations: Association of Energy Engineers (AEE) - Past President Tampa Chapter, Energy Services Coalition (ESC), American Society of Heating, Refrigeration, and Air Conditioning Engineers (ASHRAE).



Performance Contracting (PC) Project Experience:

Martin County Government	Stewart	FL	\$14.0 M
Polk county Government	Bartow	FL	\$6.8 M
Hernando County Government	Brooksville	FL	\$1.4 M
City of St. Petersburg (Tropicana Field)	St. Petersburg	FL	\$5.6 M
Hernando County Schools	Brooksville	FL	\$17.4 M
Pasco-Hernando State College	New Port Richey	FL	\$6.0 M
Lake County Schools	Tavares	FL	\$6.3M
Norwood Schools	Norwood	OH	\$2.8 M
West Clermont Schools	West Clermont	OH	\$2.2 M
Cambridge Schools	Cambridge	OH	\$1.6 M
Rolling Hills Schools	Byesville	OH	\$1.4 M
Mid-East Ohio JVSD	Zanesville	OH	\$1.3 M
Pickaway-Ross JVSD	Chillicothe	OH	\$1.2 M
Pickerington Schools	Pickerington	OH	\$990 K
Zanesville Schools	Zanesville	OH	\$930 K
West Muskingum Schools	Zanesville	OH	\$840 K
Trotwood-Madison Schools	Dayton	OH	\$790 K
Ridgewood Schools	West Lafayette	OH	\$750 K
Logan-Hocking Schools	Logan	OH	\$730 K
Warren Schools	Barlow	OH	\$580 K
Fairfield Union Schools	West Rushville	OH	\$530 K
Coshocton Schools	Coshocton	OH	\$520 K
Eaton Schools	Eaton	OH	\$520 K
Maysville Schools	South Zanesville	OH	\$490 K

Greg Ratter, P.E., C.E.M. - Senior Manager, Construction

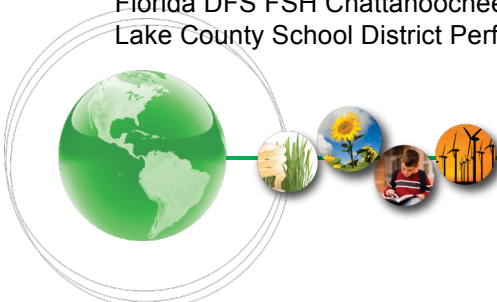
Mr. Ratter has 24 years of continuous design, consulting and construction experience in the HVAC industry. The majority of experience being in Performance Contracting, design/build, turnkey and energy related projects. Greg is responsible for developing conceptual designs, systems selection and sizing, cost estimating, project coordination and management.

Education: University of Wisconsin at Platteville, Platteville, WI, BS Mechanical Engineering

Professional Achievements: Professional Engineer, Certified Energy Manager, ASHRAE, member Association of Energy Engineers (AEE), member

Project Experience:

- Department of Defense 99th Army Reserve Performance Contract - \$25.5M, 90+ sites
- Florida Dept. of Management Services Capitol Loop Performance Contract - \$6M+, 7 buildings
- City of Winter Park Performance Contract - \$2.5M, 20+ buildings
- Florida Dept. of Children and Families (DFS) NEFSH Performance Contract - \$4M, 20 buildings
- Florida DFS FSH Chattahoochee Performance Contract - \$5M, 40 buildings
- Lake County School District Performance Contract - \$6.4M, 17+ buildings



Seminole Community College Performance Contract - \$3.7M, 2 campuses
Florida Dept. of Management Services SpNS Generator project - \$33M, 50+ locations
Celebration Hospital - \$1.8M, equipment & controls
Lake City VA Med. Ctr. - \$1.5M, equipment & controls

Kevin Faris, LEED AP - Project Manager

Mr. Faris lives in the Southeast Florida and will be the Project Manager for the City of Fort Lauderdale. He will be involved throughout the entire project including the energy audits, project design, project financing, project implementation, project monitoring and verification and ongoing maintenance. Mr. Faris more than 41 years of continuous design, consulting and construction experience in the HVAC industry. The majority of experience being in Performance contracting, design/build, turnkey and energy related projects. Responsible for developing conceptual designs, systems selection and sizing, cost estimating, project coordinating and managing. His Project Manager's duties include:

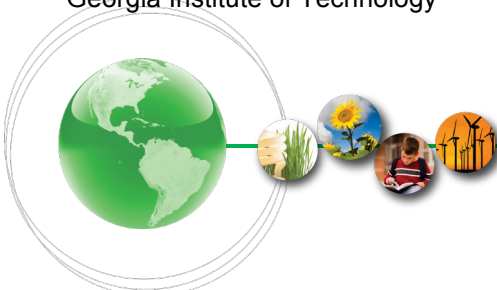
- Provide all onsite supervision of Performance Contracting projects.
- Review project conceptual plans including schematic layout – cost estimates – site requirements – subcontract work scopes, manpower and schedules.
- Coordinate all tasks and functions with the City, various subcontractors, supervisors, third-party agencies, quantity and workforce. Interact with City's representatives, as well as with consultants, architects, engineers and surveyors.
- Assign appropriate personnel engineers, contractors, consultants, and give administrative and technical instructions to full time, part time and contracted employees. Maintain a schedule and reporting system throughout all phases of the project.
- Supervise the selection, evaluation and procurement of equipment and materials for use in construction, quality control and safety matters on the site and finalize purchase details.
- Monitor and maintain quality standards and safety measures on the site, and ensure that all operational regulations are adhered to. Resolve any unexpected technical difficulties and critical problems.
- Administer contracts and maintain efficient use of all available resources to operate as per schedule and within budgeted overheads while enforcing budgetary guidelines and cost control.
- Maintain clear channels of communication between various participating contractors, sub contractors and the City.
- Monitor progress, process change orders, prepare progress reports and efficiently organize site facilities in order to meet agreed project delivery deadlines.

Education:

Executive Master of Business Administration
Colorado Technical University

Bachelor of Business Administration - Project Management Concentration
American Intercontinental University (Graduated Summa Cum Laude.)

Management Systems for Energy, Certificate Program
Georgia Institute of Technology



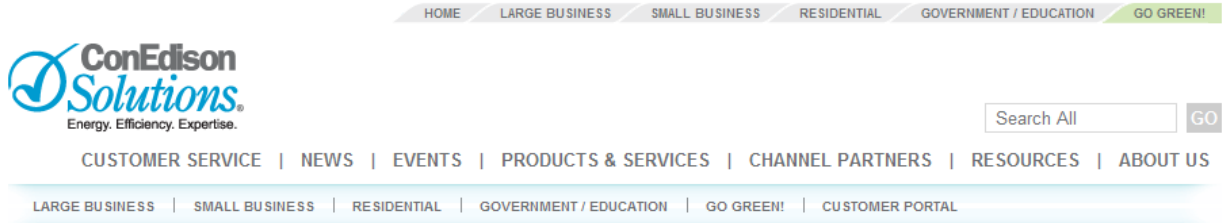
Professional Affiliations: Association of Energy Engineers (AEE), ASHRAE, Refrigeration Service Engineers Society

Recent Performance Contracting (PC) Project Experience:

Project Manager for Miami-Dade County Government PC	\$20,314,700	Completed 2012
Project Manager for Martin County Government PC	\$14,013,979	In progress

Kevin is featured in a customer video testimonial about our Miami-Dade County Performance Contracting Project. To see the video, please use the following link:

<http://www.conedsolutions.com/Videos/Video-espc-miamidade.aspx>

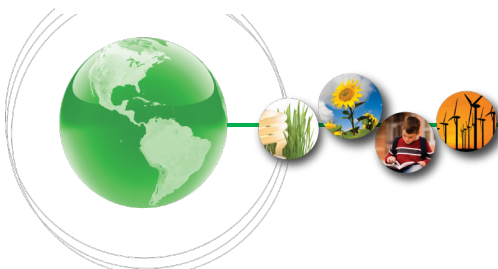
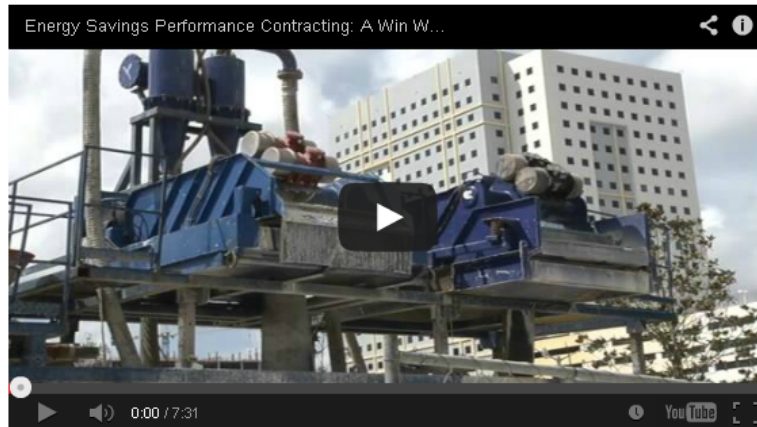


Videos

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Energy Savings Performance Contracting: A Win Win Solution
Watch and see how Miami-Dade County upgraded and expanded its air conditioning system at no cost to the taxpayer by working with ConEdison Solutions. (7 minutes, 18 seconds).



Craig Fisher, Performance Contracting (PC) Specialist

Mr. Fisher will be the PC Specialist for The City of Fort Lauderdale. He will be involved throughout the entire project including the energy audits, project design, project financing, project implementation, project monitoring and verification and ongoing maintenance.

Mr. Fisher has been involved in the performance contracting business for 6 years. He has developed performance contracts throughout the Southeast US from North Carolina to Puerto Rico. He has vast knowledge of performance contracting and has developed projects which incorporated a wide range of technologies from solar photovoltaic, wind energy, solar thermal, water meter AMI/AMR projects, to more traditional PC projects containing mechanical, electrical, plumbing and building envelope measures. He has served in several different capacities as part of the project team from consulting engineering, including the preparation of developing project scope of work, schedules, developing proposals, writing project plans, reviewing design budgets, specifications, and reports. He is adept at mechanical engineering design including writing technical reports, performing heating and cooling load calculations, performing energy calculations, selecting equipment, specifying mechanical equipment and control systems, preparing construction cost opinions, and preparing construction documents. Craig has provided such development, design and construction phase services for a wide variety of building types, including municipalities, schools (K-12), universities, detention facilities, healthcare facilities, and military installations,

Education: Florida International University, BS Mechanical Engineering
Florida International University, HVAC Design Certificate Program

Professional Achievements: Certified Energy Manager (CEM), NABCEP Solar PV, member ASHRAE member Association of Energy Engineers (AEE), member of American Water Works Association (AWWA)

Project Experience:

City of Hialeah EECBG Grant Project - \$343,000, 2 Sites
City of Punta Gorda Performance Contract- \$750,000, 11 sites
US Army Garrison- Fort Buchanan ESPC, Guaynabo Puerto Rico- \$38M, 100+ sites
Bayfront Medical Center Performance Contract, St. Petersburg, FL - \$3M, all campus
Stokes County Schools Performance Contract, North Carolina - \$5M, 17 schools
Town of Cary Water Meter AMI Technology Project- \$18M, city-wide
Chatham County Performance Contract, North Carolina- \$1.2M, 16 sites
Madison County Schools Performance Contract- \$4.5M, 8 schools
Town of Hartwell Water and Gas Meter AMR ESPC, Georgia- \$3M, city-wide



Phil Alvarez, LEED AP, C.E.M., Senior Manager Development

Mr. Alvarez is responsible for complete project management from planning through final construction, as well as overseeing design of HVAC systems and preparation of construction documents, including performing heat load calculations, system and equipment selections, system design and drafting, preparation of specifications, preparation of construction cost estimates, and performing field inspections and project management functions. Specialty skills include boilers and hot water piping, chiller systems and chilled water piping, ice storage systems, clean room design, and performing energy studies/life cycle cost analyses. Mr. Alvarez has provided such design and construction phase services for a wide variety of building types, including municipalities, schools (K-12), community colleges, criminal investigation facilities, various types of detention facilities, industrial facilities, medical facilities, airports, military installations, and retail establishments, and automobile dealerships.

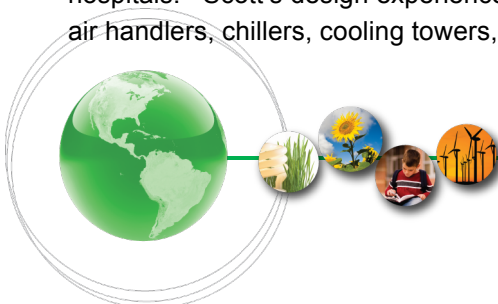
Education: Hillsborough Community College, Tampa, FL, Associate of Science Degree, Construction Engineering

Project Experience:

Charlotte County Public Schools – Design Engineering, HVAC Design
Collier County District Schools – Design Engineering
Escambia County School District – Design Engineering
Highland County Schools – Design Engineering
Hillsborough County Public Schools – Design Engineering, HVAC & Plumbing Design
Lake County Schools – IGA
Manatee County Schools – Design Engineering
Pasco County Schools – Design Engineering, HVAC & Plumbing Design
Sarasota County Public Schools – Design Engineering
Lake-Sumter Community College – Design Engineering, HVAC Renovations
Central Florida Community College – IGA, Design Engineering, Performance Contracting, Design-Build
Hillsborough Community College – IGA, Design Engineering, Performance Contracting, Design-Build
State College of Florida, Manatee-Sarasota–IGA, Design Engineering, Performance Contracting, Design-Build
South Florida Community College – Design-Build, HVAC & Electric Renovations, New Building Design,
University of South Florida – Design Engineering, New Building Design, MEP
University of Miami – Fire Protection Design

Scott Godheim, P.E., Senior Manager Engineering

Mr. Godheim’s primary focus over the last 23 years has been on energy analysis and design projects dealing primarily with HVAC and controls projects for schools, colleges, and hospitals. He is experienced in the analysis of institutional facilities, including schools, colleges, universities, and hospitals. Scott’s design experience includes projects involving rooftop and package DX systems, air handlers, chillers, cooling towers, pumps, piping, variable speed drives, and energy management



control systems. Mr. Godheim is also highly experienced in other aspects of consulting engineering, including the preparation of project schedules, detailed construction costs, specifications, and reports.

Education: University of South Florida, Tampa, FL, Bachelor of Science Mechanical Engineering

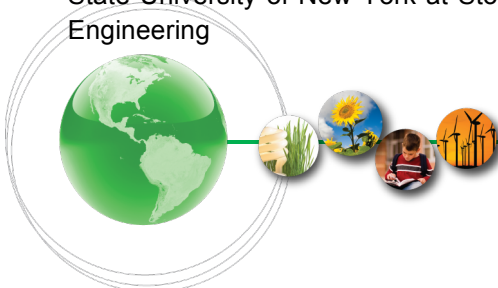
Project Experience:

Bay District Schools – IGA, Design Engineering
Brevard Public Schools – Design Engineering
Clay County Schools – Design Engineering
Collier County District School Board – Design Engineering
Escambia County School District – Design Engineering, Performance Contracting
Hardee County School District – IGA, Performance Contracting
Hillsborough County Public Schools – IGA, Design Engineering
Indian River County School District – Design Engineering
Martin County School District – Design Engineering
Okaloosa County School District – Design Engineering
Osceola County School District – Design Engineering
Pinellas County Schools – IGA, Design Engineering
Sarasota county Public Schools – IGA
Central Florida Community College – Investment Grade Energy Audit (IGA)
Polk State College – IGA, Design Engineering
State College of Florida – IGA, Design Engineering
Brevard Community College – Design Engineering
Gulf Coast Community College – IGA, Design Engineering
Indian River State College – Design Assessments
Northwest Florida State College – IGA, Design Engineering
Bethune Cookman – Design Engineering
South Florida Community College – IGA, Design Engineering
Florida A&M University – Design Engineering
New College of Florida – IGA, Design Engineering
University of South Florida – Design Engineering

Nikolas Nemick, P.E., LEED AP, C.E.M., Mechanical Engineer

Mr. Nemick is responsible for all aspects of mechanical engineering design including writing technical reports, performing heating and cooling load calculations, performing energy calculations, selecting equipment, designing control systems, designing ductwork and piping systems, preparing construction cost opinions, preparing construction documents including AutoCAD drawings and editing specifications. Responsible for all aspects of construction administration including attending progress meetings, site inspections, reviewing payment requisitions. Mr. Nemick is also experienced in other aspects of consulting engineering, including the preparation of developing project scope of work, schedules, developing proposals, writing project plans, reviewing design budgets, specifications, and reports.

Education: Stanford University, Stanford, CA, Master of Science Mechanical Engineering
State University of New York at Stony Brook Stony Brook, NY, Bachelor of Engineering Mechanical Engineering



Elena Ress, P.E., M&V Engineer

Ms. Ress has significant experience with mechanical design, including the plan, design/ development, and installation of rooftop and package DX systems, air handlers, boilers, chillers, cooling towers, pumps, piping, variable speed drives, and energy management control systems.

During her tenure at ConEdison *Solutions*, Inc., Ms. Ress has performed site audits, utility account audits, utility rate analysis, project development, energy analysis, design, project management, contract development, utility rebate/incentive research, and monitoring/verification of performance. She has been responsible for overall oversight of the Long Term Service Agreements (LTSAs) that provide M&V documented results of performance contracts implemented by ConEdison *Solutions*.

In her role as project manager, she provides technical direction, interpretation of design drawings and specification requirements, as well as general guidance to subcontractors on overall design, and directs work as assigned to remain consistent with contractual commitments.

Education: University of South Florida, ME Chemical Engineering, University of South Florida, BS Chemical Engineering

Lawrence (Larry) Clark (Sustainable Performance Solutions)

In addition to the staff identified above, ConEdison *Solutions* has identified Larry Clark, owner of Fort Lauderdale based Sustainable Performance Solutions (SPS), as a potential subconsultant for this project. Larry previously served as Director of Corporate Business Development at Hill York and was actively engaged with its Hygreen Energy Solutions group from its launch in early 2008 until he started SPS in September 2010.

His previous experience includes such diverse assignments as president and vice president at MEPCO (formerly Dunham Division of Dunham-Bush); and regional manager at Vapor Power division of Westinghouse Air Brake. Clark is a graduate engineer (B.S.E.E.), a certified Green Globes Professional, a LEED AP with O+M specialty credential, a Certified Commercial Energy Auditor, a Florida Water Starsm Commercial and Institutional Certifier and a Qualified Commissioning Process Provider (QCxP).

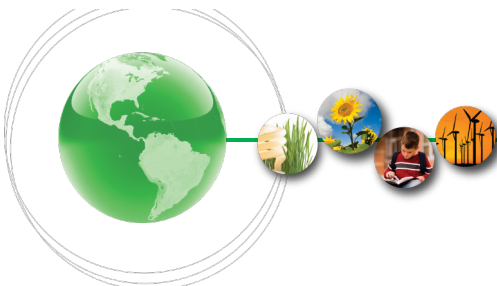
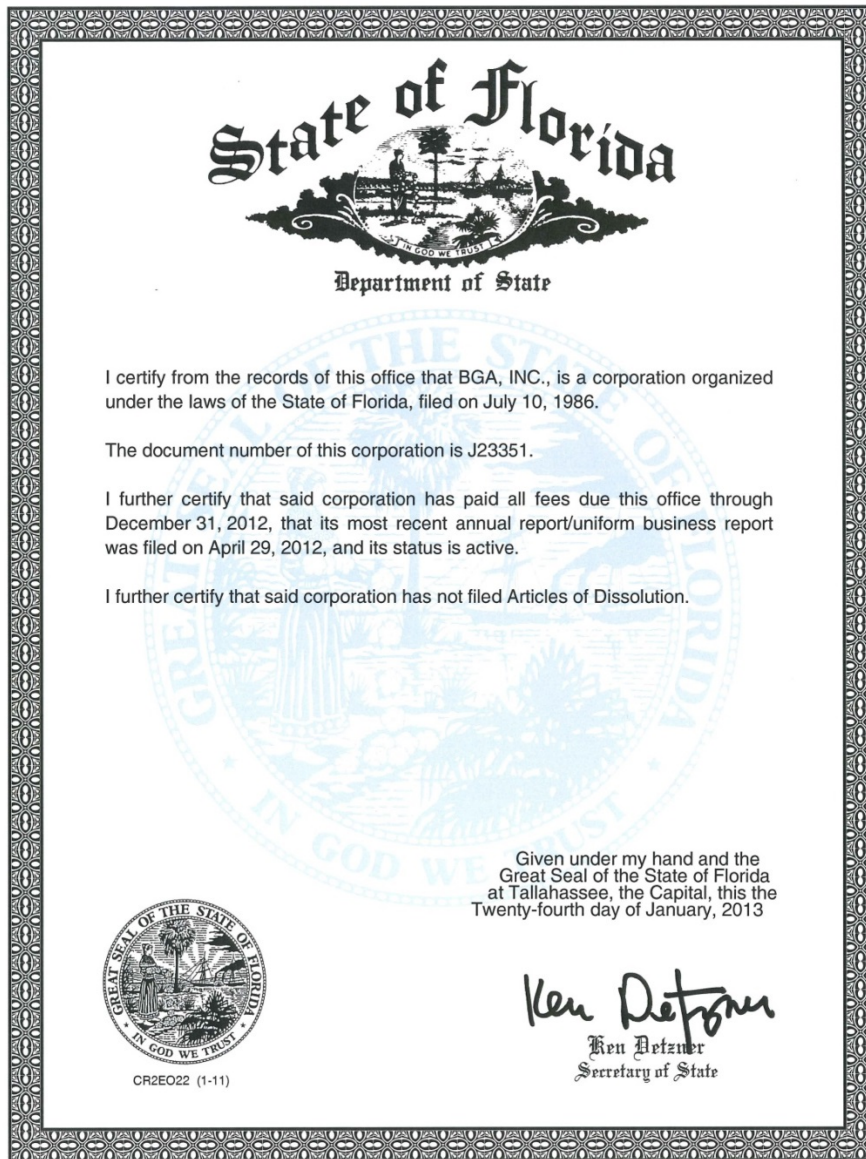
Larry has had more than a dozen-and-a-half HVAC and energy related articles published and is a frequent presenter and lecturer on central energy plant optimization, metering/sub-metering and advanced ventilation strategies.

Larry also writes the bi-weekly “Clark’s Remarks” blog for *HPAC Engineering* and is a member of various professional organizations including ASHRAE, IEEE and USGBC South Florida (2011-2012 chair of Broward Green Schools Committee).




In addition, he serves on the Green Building Certification Institute (GBCI) Education Review Team, BOMA Florida Energy Committee, the City of Pompano Beach Recycling & Solid Waste Committee, *HPAC Engineering's* Editorial Advisory Board and the Smart Growth Partnership Board of Directors.





State of Florida
Board of Professional Engineers
Attests that
BGA, Inc.




is authorized under the provisions of Section 471.023, Florida Statutes, to offer engineering services to the public through a Professional Engineer, duly licensed under Chapter 471, Florida Statutes.
Expiration: 2/28/2015
Audit No: 228201504518

Certificate of Authorization

CA Lic. No:
4479


State of Florida
Board of Professional Engineers
Attests that
Scott Robert Godheim, P.E.



Is licensed as a Professional Engineer under Chapter 471, Florida Statutes
Expiration: 2/28/2015
Audit No: 228201500481

P.E. Lic. No:
47098

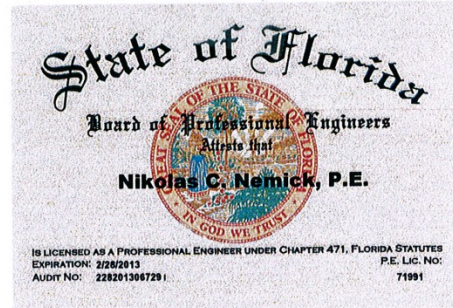
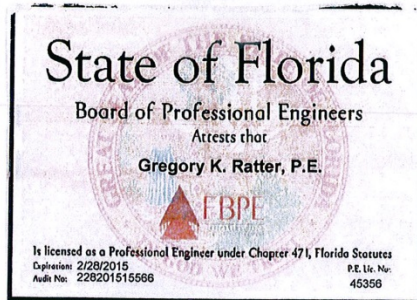
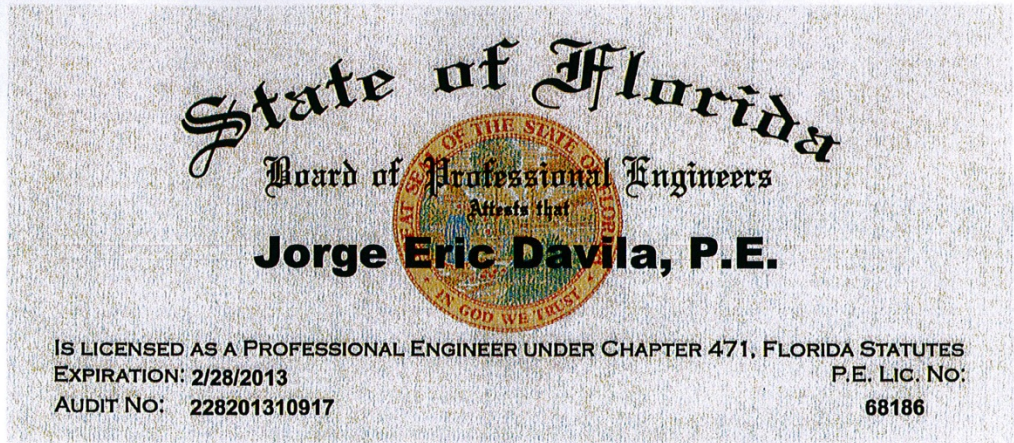
State of Florida
Board of Professional Engineers
Attests that
Elena Faye Ress, P.E.



Is licensed as a Professional Engineer under Chapter 471, Florida Statutes
Expiration: 2/28/2015
Audit No: 228201500741

P.E. Lic. No:
61820







5. Project Manager's Experience

Greg Ratter, P.E., C.E.M. - Senior Manager, Construction

Mr. Ratter will be the Senior Manager of Construction for City of Fort Lauderdale.

Mr. Ratter has 24 years of continuous design, consulting and construction experience in the HVAC industry. The majority of experience being in Performance Contracting, design/build, turnkey and energy related projects. Greg is responsible for developing conceptual designs, systems selection and sizing, cost estimating, project coordination and management.

Education: University of Wisconsin at Platteville, Platteville, WI, BS Mechanical Engineering

Professional Achievements: Professional Engineer, Certified Energy Manager, ASHRAE, member Association of Energy Engineers (AEE), member

Project Experience:

- ✓ **Department of Defense 99th Army Reserve Performance Contract - \$25.5M, 90+ sites**
- ✓ **Florida Dept. of Management Services Capitol Loop Performance Contract - \$6M+, 7 buildings**
- ✓ **City of Winter Park Performance Contract - \$2.5M, 20+ buildings**
- ✓ **Florida Dept. of Children and Families (DFS) NEFSH Performance Contract - \$4M, 20 buildings**
- ✓ **Florida DFS FSH Chattahoochee Performance Contract - \$5M, 40 buildings**
- ✓ **Lake County School District Performance Contract - \$6.4M, 17+ buildings**
- ✓ **Seminole Community College Performance Contract - \$3.7M, 2 campuses**
- ✓ **Florida Dept. of Management Services SpNS Generator project - \$33M, 50+ locations**
- ✓ **Celebration Hospital - \$1.8M, equipment & controls**
- ✓ **Lake City VA Medical Center. - \$1.5M, equipment & controls**



Kevin Faris, LEED AP, Project Manager

Mr. Faris lives in the Southeast Florida and will be the Project Manager for the City of Fort Lauderdale. He will be involved throughout the entire project including the energy audits, project design, project financing, project implementation, project monitoring and verification and ongoing maintenance. Mr. Faris more than 41 years of continuous design, consulting and construction experience in the HVAC industry. The majority of experience being in Performance contracting, design/build, turnkey and energy related projects. Responsible for developing conceptual designs, systems selection and sizing, cost estimating, project coordinating and managing. His Project Manager's duties include:

- Provide all onsite supervision of Performance Contracting projects.
- Review project conceptual plans including schematic layout – cost estimates – site requirements – subcontract work scopes, manpower and schedules.
- Coordinate all tasks and functions with the City, various subcontractors, supervisors, third-party agencies, quantity and workforce. Interact with City's representatives, as well as with consultants, architects, engineers and surveyors.
- Assign appropriate personnel engineers, contractors, consultants, and give administrative and technical instructions to full time, part time and contracted employees. Maintain a schedule and reporting system throughout all phases of the project.
- Supervise the selection, evaluation and procurement of equipment and materials for use in construction, quality control and safety matters on the site and finalize purchase details.
- Monitor and maintain quality standards and safety measures on the site, and ensure that all operational regulations are adhered to. Resolve any unexpected technical difficulties and critical problems.
- Administer contracts and maintain efficient use of all available resources to operate as per schedule and within budgeted overheads while enforcing budgetary guidelines and cost control.
- Maintain clear channels of communication between various participating contractors, sub contractors and the City.
- Monitor progress, process change orders, prepare progress reports and efficiently organize site facilities in order to meet agreed project delivery deadlines.

Education:

Executive Master of Business Administration
Colorado Technical University

Bachelor of Business Administration - Project Management Concentration
American Intercontinental University (Graduated Summa Cum Laude.)

Management Systems for Energy, Certificate Program
Georgia Institute of Technology

Professional Affiliations: Association of Energy Engineers (AEE), ASHRAE, Refrigeration Service Engineers Society



Recent Project Experience:

Project Manager for Miami-Dade County Government PC	\$20,314,700	Completed 2012
Project Manager for Martin County Government PC	\$14,013,979	In progress

Kevin is featured in a customer video testimonial about our Miami-Dade County Performance Contracting Project. To watch the video, please use the following link:

<http://www.conedsolutions.com/Videos/Video-esp-miamidade.aspx>

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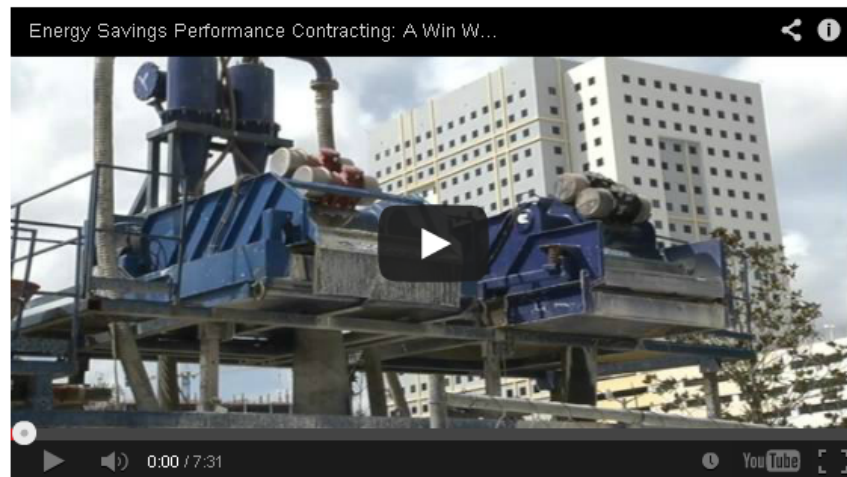
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The City of Fort Lauderdale

6. Approach to Scope of Work

The City of Fort Lauderdale is requesting qualifications from interested Firms in order to select an ESCO(s) to enter into a contract with that is capable of performing Investment Grade Energy Performance Audits, comprehensive energy management and energy related capital improvement services for various City buildings, structures, lighting and facilities for the City's Energy Performance Program, on a as needed basis, financed through guaranteed cost savings achieved from the improvements. The City seeks for the selected ESCO(s) to perform these services and provide comprehensive energy efficiency and guaranteed savings report(s). The City will review the guaranteed savings reports and if accepted, negotiate a Guaranteed Energy Performance Contract.

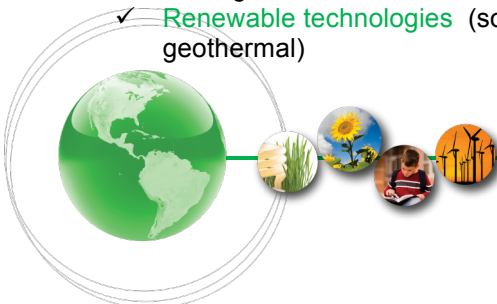
BGA, Inc., A ConEdison Solutions' Company (BGA), has been a Florida focused business since its inception in 1986 specializing in analyzing, engineering and implementing energy conservation projects. BGA and all assigned key professional staff possess all licenses and certifications required to provide the requested services in the State of Florida and the City of Fort Lauderdale. ConEdison Solutions fully understands the scope of work the City of Fort Lauderdale is requesting and believe we offer a unique and superior offering for the range of services requested. We understand the City is requesting the following range of services:

Ability to perform an Investment Grade Energy Performance Audit

ConEdison Solutions' Florida Office has been helping Florida Cities, School Districts, Colleges, Universities, and other facilities save energy and solve problems since its inception in 1986. We are the most experienced energy auditing firm in Florida, having completed over 2,000 Investment Grade Audits in Florida alone. No other company can match this level of experience. In addition, over the years, we have been hired by many of Florida's ESCOs to perform their investment grade energy audits and design work for their performance contract projects – **we are the ESCO's ESCO!**

ConEdison Solutions is accredited by the National Association of Energy Services Companies at the energy service provider (ESP) level. ESP is the most comprehensive and highest accreditation that NAESCO provides, and as such, includes all of the services offered by energy services companies, as well as energy supply options. ConEdison Solutions has the Technical Ability to Evaluate, Develop, Design, Implement and Guarantee a Wide Range of Energy Projects

- ✓ **Mechanical systems**, heating, ventilating and air conditioning (HVAC) systems, energy management and control systems, domestic hot water systems, humidity control, etc.
- ✓ **Central plants and distribution systems** (chilled water, steam, cogeneration systems, etc.)
- ✓ **Lighting systems** (indoor, outdoor, and sports lighting; lighting controls; day lighting strategies)
- ✓ **Building envelope systems** (windows, insulation, weatherization, reflective roofs, etc.)
- ✓ **Specialty systems** (laundry and kitchen equipment, pool heating systems, renewable energy, IT solutions, etc.)
- ✓ **LEED Certification**, (LEED strategies can be easily integrated into our performance contracts, if desired, LEED Certification can also be included as part of the design and implementation process)
- ✓ **Water and sewage systems** (automatic controls, low-flow faucet aerators, low-flow toilets, cooling tower modifications, pool covers, and irrigation system controls or modifications)
- ✓ **Renewable technologies** (solar photovoltaic, solar pre-heating, bio fuels, bio mass, wind; geothermal)



Investment Grade Audit Costs

There is **no cost** for the initial scoping audit or the investment grade audit. ConEdison *Solutions* accepts this as a cost of doing business. We understand from the RFQ that the City will review the Investment Grade Audit Report and **if accepted** negotiate a performance contract. ConEdison Solution is **confident our work**, based on our past performances, will meet the objectives of this RFQ and so the City will most like seek to move forward with all or part of the developed scope into a Guaranteed Energy Performance Contract. Therefore there **is no financial risk to the City**, should you decide not to move forward.

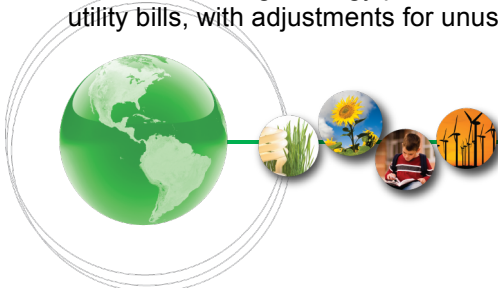
We are able to offer these services at no cost because we have a **deep bench** of engineering, design, commissioning, energy project management and construction experience right here in our Florida office...**not outsourced...rare amongst ESCOs** (licensed Professional Engineers, licensed General and Mechanical Contractors, Certified Energy Managers, Certified Lighting Efficiency Professionals, and LEED Accredited Professionals). We **self-perform** energy engineering and mechanical electrical and plumbing design using our in-house engineering staff – which translates into **lower overhead** and **more project for the dollar than other ESCOs**.

Technical Design Methodology and Baseline Development

ConEdison Solutions brings many years of experience working in a variety of facility types. This experience gives ConEdison Solutions a working knowledge of building systems and energy consuming equipment and technologies, and moreover enables ConEdison Solutions to benchmark existing operations and develop energy costs comparisons to like facilities. ConEdison Solutions uses historical energy consumption and utility data from each facility to develop an overall understanding of the building's existing energy consumption patterns throughout the year. Our engineers use detailed utility and demand data along with comprehensive equipment inventories, and operational information to develop an in-depth understanding of building energy usage, with the ultimate goal of reconciling engineering estimates with actual utility bills.

During this process, ConEdison Solutions will conduct detailed interviews with facility personnel and review operations, maintenance, and repair logs. We will review information and trend data from building energy management systems (if available), and collect our own spot and trend meter data on specific end-use equipment to verify information provided or fill in areas where information may be lacking. ConEdison Solutions also collects information on space condition parameters such as occupancy, temperature, and humidity by means of spot measurement and placement of data loggers over periods form seven days up to a month. It is important to develop an accurate model of energy use. When appropriate we use high-level engineering modeling programs such as DOE-2, TRANE TRACE, Carrier HAP, or accepted engineering techniques such as block load calculations to develop an understanding of energy use which will form the project's energy baseline. The energy baseline is presented to the customer for review and approval, as it forms the basis for savings calculations, and overall project performance, which is confirmed through M&V.

The baseline energy model will take into account typical thirty-year weather patterns to predict estimated average energy performance and this data will be used to calibrate the model to actual utility bills, with adjustments for unusually cold or hot weather encountered during the base year's



utility bill period. Once the energy baseline is established, the engineering and project development process focuses on identifying the energy efficiency opportunities and performing the engineering and design analysis, which will determine the projected savings. After electric, fuel, and water savings have been determined through calculations, the commodity price is applied to determine the dollar savings. The initial commodity price is established through review of rate schedules and baseline analysis of electricity, fuels, water, and sewer charges. To determine future energy commodity prices, escalation factors such as a flat percentage escalation rate or nationally recognized governmental energy price predictions are applied. The current commodity prices are used for the baseline year and then adjusted thereafter with the escalation factors over the life of the project.

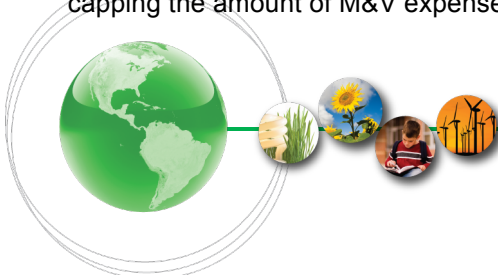
Baseline Adjustment

Adjustments to the baseline are typically made to the facility engineering baseline model itself. It is critical that the City understand the assumptions and methodologies used in the engineering model, in order to feel comfortable with any adjustments. In the case where actual existing operating conditions do not reflect operations “as they should be or will be”, (i.e. inadequate outside air, or building additions and operational changes), adjustments to the baseline are sometimes modeled and incorporated. This is done only with City approval, in order to establish an accurate forward looking baseline that will fairly reflect savings and benefits generated by the efficiency upgrades. In all cases, the goal of any baseline adjustments is to assure “apples to apples” comparisons so that ConEdison Solutions and the City are neither unfairly benefited nor penalized by changes to facility use or loads that are not related to the energy projects in question. If a “whole building metering” approach is agreed to by the City and ConEdison Solutions, then adjustments would be made each year (or quarterly) based on specific, measurable changes that have occurred to: weather (temperature, sunlight, wind, etc.), internal loads (additional equipment purchased, etc.), personnel changes (more staff, higher occupancy density, etc.), operating hour changes (longer or shorter working hours, unusual conditions requiring 24/7 equipment operations, etc.), and changes in the overall mission of the facility. Each of the changes would be carefully and analytically evaluated to determine the effects on energy savings, with the goal, again, of not penalizing or benefiting either the City or ConEdison Solutions for losses or gains in energy savings due to factors outside of the control of the parties.

As an example: a building originally occupied for one shift is changed to longer hours of operation. The impact on energy savings would be very different depending on the measure: lighting “savings” could be considered to be higher because of longer hours of operation or they could be considered to be lower because the overall lighting annual kWh use is higher than before. In contrast, an energy management system that generates savings from turning off equipment and lowering/raising temperatures during unoccupied periods might show much lower savings because the unoccupied hours are reduced from the baseline building use profile. Therefore, the savings might be considered to be significantly reduced because the building is occupied for many more hours per year than originally anticipated. Clearly, this change in use is not the “fault” of either party, yet impacts the annual bills paid by the City and the energy “savings” that ConEdison Solutions has guaranteed. Thus, each individual case must be carefully analyzed and an agreed-upon adjustment to energy savings numbers made.

Measurement and Verification (M & V)

Measurement and verification (M&V) of savings is required under Florida Statute 489.145. The type and level of measurement and verification is, however, an individual institution’s choice. There are four types of International Performance Measurement and Verification Protocol (IPMVP) recognized for M&V. Different levels of M&V are appropriate for different types of measures and in addition, may vary from location to location. In general, ConEdison Solutions subscribes to the M&V methodology of capping the amount of M&V expense relative to the total amount of savings to be verified and the



performance history of the energy conservation technology implemented. ConEdison Solutions' typical M&V rule of thumb: expenses related to the verification of performance should be limited to no more than 10% of the total energy savings to be verified. Often, institutions are able to realize financial/project upside (i.e. positive cash flow or more project scope) by minimizing the level of M&V required for proven technologies, such as electronic ballasts and T8 fluorescent lamp retrofits. Major chilled water upgrades such as variable primary flow, typically cost more to initially set up the M&V, as more data points are need. However on-going M&V cost are more reasonable when the BAS system is used to measure and trend these data points and performance can be viewed remotely. However, in certain cases where a facility is retrofitted with a variety of measures that have interactive effects on each other, a more robust M&V approach is recommended. An example of this would include a complete HVAC renovation with air devices, ductwork, controls and central station units.

A summary of the four M&V Options is shown in the table below. Once ConEdison *Solutions* determines what efficiency upgrades will be developed, a M&V Workshop is typically scheduled to fully explain the guarantee and the effect each options has on the project and performance.

	Description	Typical Applications
A Partially Measured Retrofit Isolation	Savings are determined by partial field measurements of the energy use of the system(s) to which an ECM was applied. Some, but not all, parameters may be stipulated.	Lighting retrofit where pre - and post-retrofit fixture Wattages are measured. Operating hours of the lights are typically agreed upon.
B Retrofit Isolation	Savings are determined by field measurement of the energy use of the systems to which the ECM was applied.	Variable speed drive on a pump. Electricity use is measured by a kWh meter installed on the electrical supply to the pump motor.
C Whole Facility (Utility Bills)	Savings are determined by measuring energy use at the utility meter level. Bills may be corrected for weather.	Several ECMs affecting many systems in a building. Utility Bills are used.
D Calibrated Simulation	Savings are determined using building simulation. This option is rarely used, and is used primarily when there is no pre-retrofit utility data available.	Multifaceted energy management program affecting many systems in a building but where no base-year data are available.



Site Specific ECMs

ConEdison Solutions have not yet seen the City of Fort Lauderdale facilities. However we have read the RFQ, used satellite imagery and online information to gain a better understanding of the facilities at this time. Members of our team drive between Martin County to Miami-Dade County on a regular basis and have taken note of the wind turbines recently installed at Mills Pond Park. We would like to commend the City on this initiative, your efforts have been duly noted and our engineers are eager to continue this great work with an equally green and innovative approach to the energy conservation measures we hope to recommend as part the Investment Grade Audit, which will be funded through saving for up to 20 years. Having performed over 2000 investment grade audits in Florida, some technology and recommended ECMs are typical and a brief summary of our some anticipated measures are highlighted below.

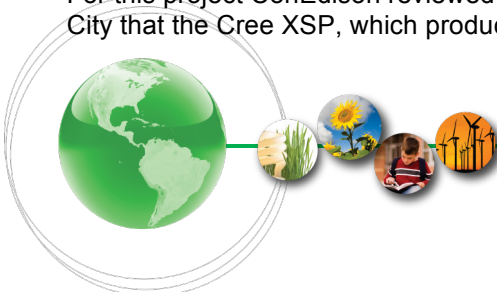
Criteria for Identifying Energy Conservation Measures (ECM):

- ✓ Reduce the City's overall reliance on electrical energy and fossil fuel energy.
- ✓ Reduce operational and maintenance expenditure.
- ✓ Increase energy efficiencies of City facilities and operations.
- ✓ Increase utilization of alternative energy sources.
- ✓ Replace energy intensive activities with low energy-use/zero use activities.
- ✓ Encourage employees and visitors to consider behaviors, which improve energy efficiency and contribute to creating a more sustainable environment.
- ✓ Proven technology- both technically sound and financially viable.

Lighting Upgrades- ConEdison will perform a room by room lighting audit inventorying all existing lamps, ballasts types, fixture counts, lighting controls, light levels and day-lighting opportunities at each facility within scope. Light loggers will be placed throughout each facility in some areas to collect data on burn hours and occupancy patterns. Once this is done our electrical engineering design team will redesign the lighting system to include energy efficient lamps and ballasts, lighting controls integration including daylight harvesting controls. LED and/or Induction lighting upgrades will be considered and likely recommended for exterior lighting and parking garages. LED lighting will be recommended for specific indoor applications. ConEdison recently retrofitted all interior fixtures at the City of Hialeah City Hall and all interior fixtures at all four campuses at Pasco-Hernando College with LED fixtures. The cost of these items has been reduced drastically due to demand and the product quality has been significantly improved in the last two years. These options will be presented to the City along with the economics so that the City may make an informed business decision between LED and ultra high efficiency T8 technology.

Street Lighting- The City of Fort Lauderdale Public Works Department website shows that the City owns and maintains approximately 3,300 streetlights. Ironically, this is almost the same amount

of streetlights ConEdison Solutions recently develop in an LED retrofit project with the City of Hialeah. For this project ConEdison reviewed several project options and determine in collaboration with the City that the Cree XSP, which produces equivalent light as HID sources, using 40-50% less energy.



This product also comes with a 10-year warranty, which alleviates the operational, and maintenance expenditure and burden on Public Works staff. ConEdison will present and install test samples of this and other technology options at the City request as part of the Investment Grade Audit.

Water Conservation- All water consuming devices, toilets, faucets, showers, sinks, cooling towers, irrigation, laundry equipment etc. will be audited per facility. ConEdison will collect demographic data to model usage of water based on inventory and measured flows. Once this is done ConEdison MEP engineers will evaluate options for retrofitting and replacing existing high water volume fixtures with more water efficient models.

Mechanical & Controls Upgrades- ConEdison will review each mechanical and Control system on a case-by-case basis. A HVAC inventory will be created and existing conditions and deficiencies noted. Our MEP team will design and engineer the best retrofit or replacement option to present to the City.

Building Envelope- ConEdison will evaluate all structures for building envelope deficiency (roofs, doors, windows). The existing conditions will be noted in our report and if any repair or replacement is recommended

Aquatic Facilities- On many occasions' aquatic facilities are not considered in performance contracts. However the recirculating pumps, chemical feeder, pool heaters and sanitization system will be evaluated. ConEdison Solution will evaluate these systems and make recommendations for variable pumping, chemical changes and mechanical equipment replacement. Heaters will be evaluated and considered for replacement and or supplemental solar heating integration.

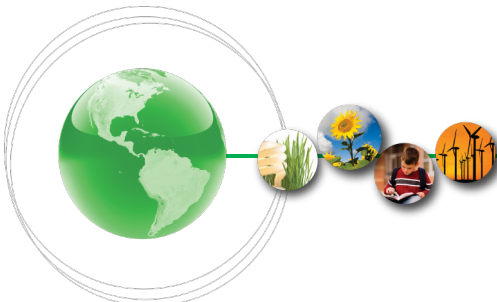
Renewable Energy- ConEdison will evaluate all options for integrating renewable energy into this performance project. ConEdison is the 5th largest solar developer in the US with over 300MW of solar PV project in operation or at some stage of development. This gives us unprecedented pricing leverage coupled with in-house solar developers to bring to you the best prices possible.



7. References

Florida Office PC Experience

❖ School District of Indian River County	Recently Selected
❖ City of Hialeah (finalizing project)	\$9,000,000 - \$12,000,000
❖ City of Fort Pierce (finalizing project)	\$6,000,000
❖ Brevard County Government (finalizing project)	\$15,500,000
❖ City of Miami Springs (recently approved)	\$1,600,000
❖ City of Punta Gorda (recently approved)	\$750,000
❖ DOD 99 th Army Reserve (installing project)	\$25,495,000
❖ Martin County Government (installing project)	\$14,013,579
❖ Pasco-Hernando Community College (installing project)	\$6,090,203
❖ Lake County School District (recently completed)	\$6,328,851
❖ Miami-Dade County Government (recently completed)	\$20,314,700
❖ Miami-Dade County Government (Past PC Projects)	\$11,200,000
❖ Naval Air Station Jacksonville	\$12,200,000
❖ U. S. Postal Service, Various Cities	\$50,000,000
❖ U. S. Postal Service Central FL	\$13,264,582
❖ U. S. General Services Administration	\$ 1,500,000
❖ Department of Corrections	\$11,738,930
❖ Hillsborough Community College	\$ 3,719,277
❖ Manatee Community College	\$ 1,939,053
❖ Central Florida Community College	\$ 2,526,077
❖ Escambia County Schools	\$12,000,000
❖ Charlotte County Public Schools	\$ 6,000,000
❖ Hillsborough County Public Schools	\$ 2,005,263
❖ Broward County Public Schools	\$ 1,883,915
❖ Franklin County Public Schools	\$ 1,579,572
❖ St. Lucie County Government	\$ 4,141,760



References:

Lake County Schools

Pete Myles
District Energy Manager
Phone: 352-253-6833
mylesp@lake.k12.fl.us

Miami-Dade County Government

Milton Hernandez
Utilities Manager
Phone: 305-375-1864
miherna@miamidade.gov

Pasco-Hernando State College

Keith Braun, CFM
Facilities Manager
Phone: 727-816-3336
braunk@phcc.edu

Hospital Corporation of America (HCA)

Joe Pino
Chief Operating Officer
HCA Mercy Hospital
Phone: 305-285-2121
Joseph.Pin2@HCAHealthcare.com

United States Postal Service

Kenneth Downes
Western FSD
Phone: 303-227-5682
Kenneth.r.downes@usps.gov

See following case studies for project details:





Case Study

Lake County School District Tavares, FL



PROJECT HIGHLIGHTS

Environmental Benefits

19.23 tons of harmful greenhouse gas (GHG) emissions reduced annually*

Equivalent to:

- Preserving 30.9 acres of forest from deforestation* or
- Conserving 8,823 barrels of oil*

Utility Rebates

\$18,941

Capital Costs

\$6,329,000

Guaranteed Annual Savings

Energy: \$715,783
Maintenance: \$103,203

* Sources:

- Leonardo Academy's Cleaner & Greener™ Emissions Reduction Calculator
<http://www.cleaneandgreener.org/resources/pollutioncalculator.html>
- U.S. Environmental Protection Agency, Greenhouse Gas Equivalencies Calculator
<http://www.epa.gov/cleanenergy/energy-resources/calculator.html>

PROJECT DESCRIPTION:

Energy Savings Performance Contract

Challenge: A goal of the Lake County School District was to reduce its energy consumption and its impact on the environment while improving the learning and working environment for 18,000+ students, as well as its teachers. Having an annual electric energy budget of almost \$8,500,000 Lake County's portfolio of 40 schools, included 21 elementary schools, 10 middle, and nine high schools totaling over 5,225,000 square feet.

PROJECT SCOPE:

Solution: The district's board of education chose an Energy Saving Performance Contract (ESPC) to decrease energy use and its carbon footprint. Starting in October 2010, ConEdison Solutions conducted comprehensive energy audits which focused on sources of energy consumption and preliminary savings calculations. After the initial energy inspections, ConEdison Solutions conducted a comprehensive engineering and economic analysis to determine life-cycle costs, guaranteed savings calculations, environmental benefits, and metering and verification of equipment operations.

ConEdison Solutions helped the school district decrease its energy consumption and saved taxpayer dollars by implementing a wide variety of energy saving projects. From state-of-the-art lighting upgrades to heating, ventilation, air conditioning and building controls improvements, the ConEdison Solutions retrofits are projected to result in energy, operating and maintenance savings of over \$818,000 annually, all guaranteed through an ESPC. Based on the ESPC results, the Lake County School District was able to achieve its goals.

April 2011: Engineering and design completed

November 2012: Construction completed

ENERGY CONSERVATION MEASURES

Lighting upgrades & lighting controls

- Hallways and stairwells
- Classrooms
- Gymnasiums
- Auditoriums
- Exterior walkways

Energy Management System with Direct Digital Controls

Heating, ventilating and air conditioning upgrades

Vending machine controls

Indoor air quality improvements

District-wide IT network computer controls and power management

"ConEdison Solutions has worked with district leadership to find solutions to problems that will benefit students and the community that we simply could not have been able to afford without their expertise. Plus, the people at ConEdison Solutions really understand the challenges of K-12 public education unlike any other firm. We trust the solutions they bring us, because of their depth of K-12 public education knowledge."

Jim Miller, CCIM, ALC,
Lake County School Board Member City 1

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The City of Fort Lauderdale



Case Study

Miami-Dade County Miami, FL



PROJECT HIGHLIGHTS

Environmental Benefits

400 tons of harmful greenhouse gas emissions reduced annually

Equivalent to:

- Conserving 765.7 barrels of oil each year
- Preserving 2.7 acres of forest from deforestation

Capital Costs

\$20,314,700

Annual Savings

\$1,551,646

Schedule Compliance

Completed on time

Budget Compliance

Completed within budget

Start Date:
February 2011

End Date:
October 2012

PROJECT SCOPE:

Miami-Dade County Cooling Loop Interconnection Energy Savings Performance Contract

Challenge: Miami-Dade County is the 8th largest county in the US with 2.4 million citizens. The County owns two separate district cooling, or chilled water, loops in downtown Miami. One loop was aged and no longer capable of meeting the growing cooling needs of the downtown area; the other was new and under-utilized. The challenge was to expand the County's new chilled water plant operated by ConEdison Solutions (CES) and interconnect it, via underground piping, with the older chilled water plant. The objective was to create a more robust, reliable and energy-efficient chilled water system serving a variety of commercial and institutional customers.

Solution: ConEdison Solutions designed and implemented a cooling plant expansion and an interconnection of the two separate district cooling loops. The new combined plant is much more energy-efficient and has a capacity of 16,200 tons of cooling capacity and 51,820 ton-hours of thermal storage capacity. ConEdison Solutions operates and maintains the plant for the County. The project was undertaken using an energy savings performance contract.



Loops connect as shown by red line

Modernize Central Support Loop

Expand North Plant Loop

"ConEdison Solutions brought to us a solution that allowed us to take a problem and turn it into progress."

Jerry S. Hall
Miami-Dade General Services Administration
Director of Facilities and Utility Management
Miami, FL

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Case Study Background



In November 2008, the Miami-Dade County (County) amended its long-established Service Agreement with CES to authorize the performance of additional services by CES, including the management, oversight and a partial expansion of the newer cooling plant to meet the increasing load of its customers.

In addition to the newer loop, the County owns and operates a second, older, chilled water loop that currently serves eleven County buildings. The County issued a solicitation for the award of a project consisting of the interconnection of the two loops in order to meet an impending growth in chilled water demand on the older loop that will be created by the addition of the Children's Courthouse and two office towers at the Overtown Metrorail Station.

Under the Service Agreement with the County government, CES manages, maintains, administers, and provides engineering support for the newer plant and loop. This loop provides district cooling services to two commercial customers: the American Airlines arena (where the Miami Heat play) and the Terremark building, an internet server hub connecting North America with Central and South America. The County's contracts with its two customers generate the revenues necessary to fund operations, service the County's debt payments for the new loop, and cover the modifications required to expand the plant and eventually connect it to the County's downtown facilities.

CES was selected for this project and provided the design, engineering, construction management, implementation, measurement and verification, and maintenance services, as well as assisted the County in arranging third-party financing for the project. This was an extremely challenging project that was successfully implemented.



Installation of ice cells



A few of the challenges met were:

- Adding 50% capacity to the plant serving the retail customers without disruption of service. In fact, while the Miami Heat were competing for the 2012 NBA championship, ConEdison Solutions was constructing the project.
- Engineering a system design that would accommodate the needs of two cooling loops serving buildings requiring different cooling criteria.
- Interconnecting the two loops 25 feet below the surface of the roadway. Micro-tunneling had to be employed to meet the project requirements without interfering with the existing utilities and traffic flow, and while dealing with the water table under Miami.

This project increased cooling capacity and delivery, while reducing the energy consumed. In fact, the district system cools 16% more load while actually saving 1% in overall energy annually.

"This project allows us to meet our increased capacity requirements while reducing our energy consumption, which is kind of amazing, and actually funding significantly the project with the savings that we derived from the reduced energy consumption."

George Burgess - Former County Manager
Miami-Dade County, Miami, FL





Case Study

Hospital Corporation of America (HCA) Nashville, TN



PROJECT HIGHLIGHTS

Environmental Benefits

368 tons of harmful greenhouse gas (GHG) emissions reduced annually*

Equivalent to:

- Preserving 592.4 acres of forest from deforestation* or
- Conserving 168,907 barrels of oil*

Capital Costs

\$50 million+

Energy Savings

\$12 million+

Contract Compliance

Initiated in 2002, ongoing

Budget Compliance

All projects completed within budget

* Sources:
 • Leonardo Academy's Cleaner & Greener™ Emissions Reduction Calculator
<http://www.cleanerandgreener.org/resources/pollutioncalculator.html>
 • U.S. Environmental Protection Agency, Greenhouse Gas Equivalencies Calculator
<http://www.epa.gov/cleanenergy/energy-resources/calculator.html>

PROJECT DESCRIPTION: Engineering/Design/Build Services

Based in Nashville, Tennessee, the Hospital Corporation of America (HCA) is the nation's largest private owner/operator of hospitals and healthcare facilities. HCA owns and manages approximately 179 hospitals and 104 freestanding surgery centers across 21 states.

Challenge: HCA was looking to engage a partner that would understand and be able to provide a turnkey approach for many of the typical building and maintenance projects that HCA undertakes in its healthcare facilities. The ongoing projects include energy and water usage reduction, HVAC, chiller and cooling tower replacements, fire protection/fire alarm installations and upgrades, electrical power distribution upgrades, and emergency power installations.

PROJECT SCOPE

Solutions: Since 2002, ConEdison Solutions and its subsidiaries have provided engineering, consulting, construction administration and implementation services under the HCA National Facility Program. To date, ConEdison Solutions has performed more than \$50 million of design-build work under HCA's program at more than 30 hospitals owned and/or managed by HCA throughout its national footprint.

ConEdison Solutions continues to perform its services as the prime contractor for work conducted under the Master Services Contract, providing all labor, equipment, materials and incidentals required to complete the scope of work for any given HCA project. Professional services, including project engineering, design, construction administration and construction inspection services are also provided by ConEdison Solutions under the terms of the HCA agreement.

ConEdison Solutions commitment to minimizing inconvenience to HCA's patients, professional staff, volunteers and visitors is unmatched and supports the continued success of its work for HCA.

FLORIDA PROJECT SITES

- Aventura Hospital and Medical Center, Aventura
- Brandon Regional Hospital, Brandon
- Cedars Medical Center, Miami
- Englewood Community Hospital, Englewood
- Fawcett Memorial Hospital, Port Charlotte
- Ft. Walton Beach Medical Center, Ft. Walton Beach
- Gulf Coast Medical Center, Panama City
- JFK Medical Center, Atlantis
- Kendall Regional Medical Center, Miami
- Largo Medical Center, Indian Rocks and Largo
- Lawnwood Regional Medical Center, Fort Pierce
- North Florida Regional Medical Center, Gainesville
- Northwest Medical Center, Margate
- Oak Hill Hospital, Spring Hill
- Ocala Regional Hospital and Medical Center, Ocala
- Osceola Hospital and Medical Center, Kissimmee
- Palms West Hospital, Loxahatchee
- Raulerson Hospital, Okeechobee
- St. Lucie Medical Center, Port St. Lucie
- St. Petersburg General Hospital, St. Petersburg
- South Bay Hospital, South Bay
- University Hospital, Tampa
- West Palm Hospital, West Palm Beach
- Westside Regional Medical Center, Plantation

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The City of Fort Lauderdale

Client Name:



Overview:

In 2006, ConEdison *Solutions* was competitively selected by the U.S. Postal Services (USPS) for a Shared Energy Savings (SES) Regional Contract for all of its SES projects located throughout Florida, Tennessee, Mississippi and Alabama, continuing its long-standing relationship with ConEdison *Solutions* dating back to 1998. In November of 2008, ConEdison *Solutions* was awarded an additional SES Contract allowing ConEdison *Solutions* to also perform SES work in the USPS' Pacific and Western regions, which includes California, Colorado, Oregon, Montana, Washington, Wyoming, Arizona, Nevada, Hawaii and Guam.

Description of Work:

ECMs are implemented on a phased basis and authorized upon receipt of a Delivery Order issued against this SES Contract. To date, ConEdison *Solutions* has performed 97 energy audits and 59 implementation orders throughout the United States.

ConEdison *Solutions* has performed upgrades/retrofits of the chillers, lighting systems, motor controls and adjustable variable speed drives, cooling systems, and energy management control systems, with the majority of the ECMs relating to lighting upgrades in the USPS' various processing and distribution centers and bulk mail centers.

Total Dollar Value of Contract: \$90 million +

Contract Duration: April 24, 2006 through April 24, 2010, with two three-year renewal options for a total period of ten years.

ConEdison Solutions is the prime contractor for all work under this SES Contract.

Responsibilities and Results of the Projects:

ConEdison Solutions provided all labor, equipment, materials and incidentals required to complete the scope of work, including providing related project engineering, design, construction administration and construction inspection services.

ConEdison Solutions performed a one-time measurement and verification of the installed ECMs upon substantial completion at each of the 59 projects, to insure the results are the same are better than the savings estimated as a part of the feasibility study. To date, all of the 59 projects that have been implemented by ConEdison *Solutions* have met or exceeded the energy savings quoted by ConEdison *Solutions*.

In 2009, ConEdison Solutions Florida regional office was awarded one of only six National Supplier of the Year Awards by the U.S. Postal Service. Coming from a USPS supplier network of more than 20,000 suppliers, this award is very prestigious. Moreover, ConEdison Solutions was the only energy service firm receiving this award.



The City of Fort Lauderdale

8. Minority/Women (M/WBE) Participation

Our Approach to M/WBE Participation

ConEdison Solutions is committed to minority- and women- owned business participation and has an established procurement process and a formal Small Business Subcontracting Plan in place to insure M/WBE participation in our energy services performance contracts. As a company policy, all subcontractors that want to work with ConEdison Solutions are required to complete a Request for Qualifications Form. This form, once completed, provides Con Edison Solutions with a complete picture of the subcontractor, including subcontractor's status as a small or minority owned business and whether the subcontractor has a small business subcontracting in place. The Director of Operations reviews the Request for Qualifications Form, and, if acceptable, approves the subcontractor to be added to the list of prequalified subcontractors. From this list of prequalified subcontractors, ConEdison *Solutions*' project managers obtain no less than two bidders to provide competitive cost proposals for a given project.

A similar process for qualifying equipment suppliers is also followed, but with a Vendor Self-Certification Form completed, that identifies the Vendor name, address, DUNS number NAICS Codes and whether the Vendor is a large, small and/or minority-owned business.

Past Diversity Efforts:

ConEdison have consistently exceeded it goals of creating opportunities for minority- and women-owned businesses. In 2012, we purchased more than \$323 million in goods and services from minority- and women- owned businesses, an increase of 13 percent from the year before (\$277 million). Of the total, approximately \$20 million was with new small, minority- or women- owned business partners.

M/WBE Participation- Specific to City of Fort Lauderdale Performance Contracting

ConEdison is committed to continue to expand our diversity commitment if selected by the City of Fort Lauderdale. We have reviewed the City's M/WBE Directory within the procurement section of the City's website. We have preliminarily identified three (3) M/WBE firms, which we have worked with in the past in Fort Lauderdale and the Greater Broward County Area that are potential subcontractors for this project. These firms also qualify for different classes of the City's Local Business Preference Ordinance.

If selected as the City's Performance Contractor, ConEdison's Project Manager will work with Procurement and Public Works staff to identify other local M/WBE subcontractors to be added to the pool of potential bidders for all professional services and installation subcontracts. It is ConEdison preference to utilize local subcontractors approved by the City of Fort Lauderdale to ensure the maximum number of jobs created by and developed projects stay with the local economy. This also satisfies other goals set forth by the City's Sustainable Action Plan.

For this project, ConEdison Solutions anticipates taking the following approach to identifying, qualifying and utilizing small businesses that have not previously been used by ConEdison:



1. Meet with City Staff to understand and mutually set clearly defined goals for minority-, women- owned businesses participation for this project.
2. Identify areas (work area) for minority and women-owned business participation in the project. There will be opportunities for participation by both professional services and trades. Part of the process will be to make sure that the work is an appropriate size for the smaller firms to handle.
3. Review the M/WBE Lists prepared by the City's Procurement Department as well as County Resources, to identify approximately five firms in each work area that may be interested in working with CES on this project.
4. Publish notice in the appropriate local trade journals about the work areas where CES is seeking small business and minority-, women- owned businesses participation.
5. Contact the firms identified through Steps 3 and 4 above to see if they have the skills, experience, financial resources and capability to perform the work areas identified.
6. Finalized and review with City to ensure M/WBE participation efforts are achieved.

Preliminarily Identified M/WBE


ConEdison has done work with a number of Firms in South Florida over the years. We have preliminarily identified the following Firm, which will be presented with the opportunity to participate in this project pending City of Fort Lauderdale approval.

Advanced Energy Solutions, Inc. (AES)- is a MBE electrical contracting company serving South Florida since 1996. They also qualify as a "Class C Business" within the City of Fort Lauderdale Local Business Preference Ordinance. Their offices are located in Davie, Florida just outside of Fort Lauderdale. ConEdison Solutions has a strong relationship with AES, through the ConEdison Small Business Program, we have procured approximately \$15 million in lighting retrofit services through AES in the last 10 years. ConEdison Solutions has retained the services of AES to perform multiple energy conservation projects, from lighting and lighting controls to electrical services at United States Postal Service facilities throughout the United States as part of a long-term energy services contract, which ConEdison has had with USPS since 1997 serving over 18 million square feet. AES not only performs the installations at these various sites, but does so in a manner which does not impede any of the USPS mail operations. Adding to their value, AES has the capability to perform audits and surveys, photometrics, and pre and post measurements as part of our performance contracting projects. If awarded the opportunity to develop a performance contract for the City of Fort Lauderdale, ConEdison Solutions will leverage our excellent relationship with AES to best serve the needs of the City.

Beyond AES, ConEdison Solutions intend to present other M/WBE businesses with the opportunity to participate in this project. Once our Engineers are more familiar with e buildings and have established the breadth and complexity of the scope of work, other M/WBE will be identified, qualified and presented with the opportunity to provide professional services and or installation subcontractor services.



9. Sample Insurance Certificate

ACORD®		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 02/21/2014		
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</p> <p>IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).</p>						
PRODUCER Marsh USA, Inc. 1166 Avenue of the Americas New York, NY 10036 104247-CES1-PL\$1M-13-14			CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL ADDRESS: INSURER(S) AFFORDING COVERAGE INSURER A : First Liberty Insurance Corp. NAIC # 33588 INSURER B : Liberty Mutual Group Inc INSURER C : American Guarantee and Liability Insurance Company 28247 INSURER D : Associated Electric & Gas Ins Services Ltd 3190004 INSURER E : INSURER F :			
COVERAGES		CERTIFICATE NUMBER:		REVISION NUMBER:		
		NYC-006808819-01				
<p>THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.</p>						
INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR. WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		TB8-691-544681-063	09/01/2013	09/01/2014	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 10,000,000 PRODUCTS - COM/OP AGG \$ 10,000,000 GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS		AS6-691-544681-053	09/01/2013	09/01/2014	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$		6476437-00	09/01/2013	09/01/2014	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N <input type="checkbox"/> Y	WC6-691-544681-073	09/01/2013	09/01/2014	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
D	PROFESSIONAL LIABILITY		EO5066102P	04/28/2013	04/28/2014	POLICY LIMIT \$2,000,000 SIR: \$1,000,000
<p>DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required) THE CITY OF FORT LAUDERDALE IS INCLUDED AS ADDITIONAL INSURED WHERE REQUIRED BY WRITTEN CONTRACT WITH RESPECT TO GENERAL LIABILITY. THIS INSURANCE IS PRIMARY AND NON-CONTRIBUTORY OVER ANY EXISTING INSURANCE AND LIMITED TO LIABILITY ARISING OUT OF THE OPERATIONS OF THE NAMED INSURED AND WHERE REQUIRED BY WRITTEN CONTRACT. WAIVER OF SUBROGATION IS APPLICABLE WHERE REQUIRED BY WRITTEN CONTRACT.</p>						
CERTIFICATE HOLDER			CANCELLATION			
CITY OF FORT LAUDERDALE FORT LAUDERDALE CITY HALL PROCUREMENT SERVICES DIVISION 100 N. ANDREWS AVENUE, #619 FORT LAUDERDALE, FL 33301			SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE of Marsh USA Inc. A. R. Cooke 			

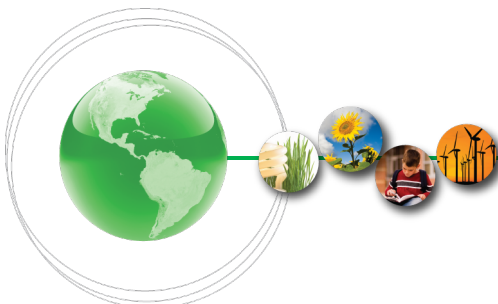
ACORD 25 (2010/05)

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10. Joint Ventures – N/A



11. Subconsultants

ConEdison Solutions has a total and complete in-house team of engineering, design, commissioning, energy project management and construction experience professionals right here in Florida. We **self-perform** energy engineering and mechanical / electrical design using our in-house engineering staff – which translates into **lower overhead** and **more project for the dollar than other ESCO**. However we do acknowledge that despite our deep bench of in-house expertise, it is also necessary to stimulate the local industry wherever we do work. We have developed a very cost effective model of utilizing local professional services subconsultants to assist and expedite the development of our performance contracting projects. This also helps us meet M/WBE participation and local preference goals.

Local Preference

ConEdison Solutions makes every attempt to utilize local contractors that include mechanical, electrical, plumbing, roofing and general contractors. There are frequently potential employment and apprenticeship opportunities for qualified residents with these local contractors. Every effort will be made to keep work local if the bids are competitive. We believe that developing successful, business opportunities for local and diverse firms is linked directly to the success of the communities we serve. We are always looking for areas to improve our level of participation with local businesses and communities.

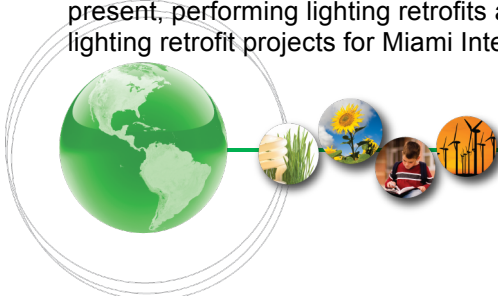
ConEdison Solutions Preliminarily Identified Subconsultants for the City of Fort Lauderdale Project

ConEdison Solutions has strategically identified Firms, which we have a good history of doing work with in the past, to assist in the development of this investment grade energy audit. If we are selected as the City of Fort Lauderdale performance contractor, we will perform an initial scoping audit and may identify opportunities for additional subconsultant participation.

ConEdison subconsultants for this project will be:

Advanced Energy Solutions, Inc. (AES) - MBE electrical subconsultant and a Local business Preference - Class C Business: AES has been doing electrical subcontracting work with ConEdison Solutions across 13 different states for over 10 years. Over this time, AES has helped us meet our Small Business Subcontracting Plan Policy while providing excellent service. To date, we have procured approximately \$15 million in electrical subcontracting services with AES. AES has performed lighting audits and surveys, photometrics, and pre and post measurements as part of our performance contracting projects. We anticipate utilizing AES for these professional services as part of the Investment Grade Audit while also having the opportunity to bid on all or part of the electrical scope of work.

AES was established in 1996 and have provided electrical contracting service across Florida for a wide variety customer base including ESCOs, Commercial, Federal, School Districts, and Airports. They have completed over 25 million square feet in lighting retrofits as a subcontractor of ConEdison Solutions. Together we have retrofitted the lighting in over 18 million square feet of United States Postal Facilities across 13 States as part of a large on going Energy Services Contract between USPS and ConEdison Solutions. Outside of work performed on behalf of ConEdison Solutions, AES has been the prime electrical contractor for the School Board of Broward County since 2005 to present, performing lighting retrofits and lighting controls installation. They have also performed large lighting retrofit projects for Miami International Airport and Seminole Hard Rock Hotel and Casino.



Sustainable Performance Solutions, LLC (SPS) – Certified SBE (Broward County), Certified Veteran-Owned Small Business engineering subconsultant and a Local business Preference - Class B Business: Sustainable Performance Solutions, LLC (SPS) provides all levels of energy audits; general energy efficiency and sustainability studies; energy modeling; assistance with Green Globes, LEED®, Energy Star, and Florida Water Star Certifications; high performance building commissioning services; metering and sub-metering solutions, including M&V and advanced ventilation strategies for facilities with critical indoor environmental quality requirements. The firm's principal, Lawrence (Larry) Clark, previously served as Director of Corporate Business Development at Hill York – at that time, Florida's largest independently-owned mechanical contractor. Larry formed SPS in September 2010.

ConEdison *Solutions* and SPS have recently completed the Investment Grade Audit for the City of Fort Pierce. ConEdison *Solutions* is committed to meeting the objectives and goals of this project while growing the local green economy in Fort Lauderdale and the Greater Broward County. Partnering with a small business, such as SPS, shows our commitment to the City and the community. SPS will supplement our engineering and design team as part of the investment grade audit, pending approval from the City of Fort Lauderdale. We believe that SPS engineering expertise, knowledge of the working environment and familiarity with other small business in the area, brings great value to our team.



12. Non-Collusion Statement

NON-COLLUSION STATEMENT:

N/A

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME

RELATIONSHIPS

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

