



Information and General Services Department

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ADDENDUM #1 **Issued October 7, 2014**

PROJECT: Energy Conservation and Solar Energy Generation Projects
PROPOSALS DUE: October 16, 2014 no later than 3:00 P.M. PST

The following questions were obtained from the mandatory pre-proposal conference held on September 30, 2014 or received in our office by 5:00 P.M. PST October 3, 2014.

1. **Q:** It appears that the County went through a similar (ESPC) process in 2008 – potentially piggy-backing on a Sonoma County RFQ. Did this process end up with the selection of an ESCO? If so, with what company and is that company currently contracted to perform work with the County?
A: The process referred to resulted in a contract with Aircon Energy to replace HVAC units in the County's main administrative building and jail. That contract was only for those projects, and the County is no longer under contract with Aircon Energy.
2. **Q:** Does the County have any recent (within the last 3 years) energy audits, or engineering analysis (or solar development) reports for the facilities that are included as part of the primary focus of this RFQ? If so, will these reports be available for our review?
A: Chevron Energy Solutions (since renamed OpTerra) performed a no cost, high level, opportunity assessment. We do not intend to make that available for review, as we have taken no action to either accept or reject the suggested opportunities presented in that report.
3. **Q:** What is the basis for the estimate in the RFQ that solar projects may comprise 2.5 megawatts of electricity?
A: That is based on the opportunities suggested in the Chevron report. It is just an estimate.
4. **Q:** Are there opportunities for rooftop solar installations?
A: We believe that shading around our facilities will preclude successful rooftop solar installations, but we would be open to considering any analysis that might suggest otherwise.
5. **Q:** Will historic (previous 12-24 months) utility bills for target facilities be made available, prior to response due date?
A: A download of 2013 utility bill data has been posted on the project website.
6. **Q:** Does the County have a maximum allowable term length for the financing of this project?
A: No, but we expect a payback period of about 15-20 years.
7. **Q:** Will the County consider operational savings in addition to energy savings to be leveraged within the ESPC model?
A: Yes, but we would want to see all categories of cost savings broken out separately.
8. **Q:** For the solar projects specifically, would the County accept a guarantee in terms of solar production versus a guarantee in terms of cost savings?
A: Yes, this would be acceptable.
9. **Q:** Would the County be amenable to two points of contact for contractual matters? One for the solar projects/financing and one for the energy efficiency projects/financing?
A: The County will only be dealing with one ESCO for the entire project.

10. Q: Will the County be going to request binding cost/price proposals to provide best value comparisons?

A: We will rank a short list of firms based on the qualifications stated in the RFQ. If negotiations with the highest rated firm are not successful, we will move to the second highest rated firm, and so on. We will not be requesting cost proposals from all firms.

11. Q: Can you expand on your request to encourage use local suppliers and subcontractors?

A: We don't have a quota, but we are interested in how you would reach out to local suppliers and subcontractors. For example, in the last ESCO project we did, the ESCO sought bids from local HVAC suppliers and a local firm did get the contract to provide and install the units.

12. Q: When was the last time you did a lighting retrofit?

A: For buildings that would be considered under this project, almost never. We have been retrofitting on a piecemeal basis. The units are all T-8's, first generation 32 watt.

13. Q: Does the County have a "Buy America" requirement?

A: No.

End of Addendum

Respectfully Submitted,

Mary Hall Ross
County Purchasing Agent