

## MEMORANDUM

To: Rumson Board of Education

From: ESCO Review Committee

Date: November 1, 2018

RE: Report on Summary and Analysis of ESCO Proposals and Recommendation

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The Rumson Board of Education received four responses to its request for proposals for ESCO services. The responses were reviewed by a Review Committee consisting of Debra Allen, Business Administrator/Board Secretary, James O'Brien, Supervisor of Buildings and Grounds, Thomas Smith, Maintenance Supervisor. Proposals were received from DCO Energy, LLC, Energy Systems Group (ESG), Honeywell International, Inc. and Johnson Controls, Inc. All proposals appeared to be complete. The Committee decided to interview three of the applicants so that they could clarify their proposals and answer questions that the Review Committee might have. The interviews were held on October 12, 2018.

The proposals and the applicants were impressive. Each applicant addressed energy conservation measures recommended in the energy audit. The Review Committee believes each company can meet its obligations for the implementation of an energy savings program and any guarantees. The Committee decided to check the references of the firm it would recommend.

All of the applicants provided company overviews and qualifications demonstrating expertise, financial stability, resources and histories of planning, developing and implementing successful ESIP projects. All provided evidence of knowledge about available rebates and incentives and would assist the Board in maximizing the revenues generated by these programs.

All of the applicants' presented sample plans based on the energy audits and their own observations on walk-throughs. Upgrading lighting, building envelope improvements, and burner replacements were included in all four base plans. ESG and Honeywell included replacing AC units in their base, Johnson Controls base did not and DCO Energy's provided additional cooling. ESG's did not include Solar PPA in their base plan. The committee felt that Honeywell's base plan was clearly defined, touched on district priorities and was realistic.

The Committee ranked the applicants in accordance with the criteria described in the RFP. The ranking matrix is attached.

Based on the scoring described in the attached matrix and analysis described above, the Committee recommends that the Board of Education work with Honeywell for the development and implementation of its Energy Savings Improvement Program. If the Board approves an energy savings program, the proposed contract with Honeywell will contain terms and conditions set forth in the Request for the Proposals and the applicant’s response as well as its obligation to provide agreed upon energy conservation measures included in the approved Energy Savings Plan. This contract will provide a guaranteed fixed price even if subcontracted work bids come in higher than anticipated. If bids come in lower, the Board can enjoy greater energy savings or use the costs to leverage additional work as it may agree to with Honeywell.

<b>Company</b>	<b>Company Overview &amp; Qualifications</b>	<b>Approach to ESIP</b>	<b>Ability to Implement</b>	<b>Project Comprehensibility &amp; Energy Savings Projections</b>	<b>Fee</b>	<b>Total Percentage Points</b>
	(20 Points Max)	(25 Points Max)	(15 Points Max)	(25 Points Max)	(15 Points Max)	(100 Points Max)
DCO	20	17.66	15	14.66	10.59	77.91
ESG	20	16	15	24	11.25	86.25
Honeywell	20	22	15	24	13.49	94.49
Johnson Controls	20	12.66	15	16.33	14.66	78.65