



Energy Savings Improvement Program

SUMMARY OF THE EVALUATION OF PROPOSALS
RECEIVED IN RESPONSE TO THE REQUEST FOR
PROPOSALS

DECEMBER 17, 2020



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Overview of ESIP Goals

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- Implement an energy efficiency project that is environmentally responsible and economically beneficial to the BOE
- Provide capital improvements and other non-energy measures
- The project is financed by energy cost savings resulting from ESIP implementation over 15-20 year period.
 - Utilize state and federal incentives
 - Ensure positive cash flow each year throughout financing period

Overview of Procurement Process

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- RFP Released on July 9, 2020
- Proposals Received on October 15, 2020
 - 2 Proposals were received from the following companies:
 - ✦ Willdan Energy Services
 - ✦ Honeywell
- Interviews of Respondents by Evaluation Team on October 29, 2020
- Evaluation Report Completed November 23, 2020
- Evaluation Report Published for Public Review on December 14, 2020.

EPS Evaluation Team

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- Harrold Kennedy, Business Administrator
- Luis Couto, Director of Plant, Property and Equipment
- Luis Milanes Jr., Coordinator of Mechanics
- Mario Rodrigues, Purchasing Agent
- Scott Mihalick, SSP Architects
- Ryan Scerbo, ESQ., Decotiis, Fitzpatrick, Cole & Giblin
- Bojan Mitrovic & Andrew Conte, Gabel Associates

Evaluation Criteria

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- The evaluation team undertook a legal, economic, and technical review of the proposals based on the following criteria:
 1. Company Overview and Qualifications
 2. Approach to ESP Development & Implementation
 3. Ability to Implement Project
 4. Project Comprehensibility & Energy Savings Projections
 5. ESCO Fees Proposal

ECMs & Economics

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Total project costs and estimated savings, 15-year term at 5% interest rate:

	Willdan	Honeywell
Project Value	\$35 Million	\$22.5 Million
Total Energy Savings	\$32.7 Million*	\$30 Million
Total Cash Flow**	\$281,500	\$1.215 Million

* Includes savings from a proposed PPA Solar PV project

** Over 15 years

Major ECMs proposed by both ESCOs:

- Lighting Upgrades
- Boilers
- Building Management System
- Rooftop units
- Chillers
- VFDs on fans and pumps

Evaluation Matrix

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Evaluation Criteria	Max Points	Willdan	Honeywell
1 Company Overview & Qualifications	20 points	13	19
2 Approach to ESP Development and Implementation	25 points	17	23
3 Ability to Implement Project	15 points	10	14
4 Project Comprehensibility and Savings Projections	25 points	16	23
5 ESCO Fee Proposal	15 points	15	11.5
Total	100	71	90.5

Next Steps

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- Accept Evaluation Team's recommendation and award to Honeywell via Resolution
- Investment Grade Audit by Honeywell
- Honeywell to Develop the Energy Savings Plan (ESP)
- Independent Verification of the ESP and BPU approval
- Selection of Final Energy Savings Measures
- NJDOE Project Submissions and Approvals
- Completion of Financing
- Construction
- Commissioning and Verification of Savings