

## **RFP 4355 Questions**

1. Will the City accept NAESCO Energy Services Company (ESCO) accreditation in lieu of ESP

**Yes, company must be accredited by NAESCO as either an Energy Service Provider (ESP) or an ESCO; either one is acceptable.**

2. Does your scope of work for this project call for all NEW streetlights and streetlight foundations? Or existing street light electrical upgrades?

**The City of Fullerton has series circuit lighting in some areas and the proposal could include this project if it makes financial sense. All other lights have been retrofitted and are not included.**

3. Can I bid on this job with B license?

**Yes and depends on the final scope of the awarded project.**

4. How much is engineering estimate?

**It is estimated that there is at least \$2.5 million to \$5 million in "efficiency" projects and if the City so desires to include the water meter project which could be upwards of \$10 million or more. It is also estimated that there is a \$5 million to \$10 million solar/storage project. It will be up to the chosen ESCO to decide if the project size is sufficient prior to finalizing the Investment Grade Audit contract.**

5. How many units?

**This question is not clear and is not applicable for this Request for Qualifications.**

6. Does the cover letter count in the 20 page proposal limit?

**No**

7. Please provide scoring breakdown or anticipated weight for each proposal content section and/or evaluation criteria.

**The Evaluation Committee has not yet determined the weight for each section. The City as per the RFQ is seeking the most advantageous proposal.**

8. Please clarify if the City is looking for responders to provide terms and conditions for an audit contract or for project construction contract, is that included in the page limit?

**Yes please provide terms and conditions this will not count toward the page limit**

9. Please confirm if "Pricing Proposal for RFQ" form should be included in the 20 page count?

**This does not count toward the page count.**

10. Does the transmittal letter and table of contents count towards the 20 page limit?

**This does not count toward the page count.**

11. On page 17 of the RFQ, Section 3, A., 1, it states that the National Association of Energy Services companies (NAESCO) as an Energy Services Provider (ESP). Would the City please consider changing this to being accredited by NAESCO as an Energy Service Company (ESCO)? Per the RFQ potential scope of work, and the mandatory pre-proposal conference, this seems to be the appropriate qualification based on the anticipated project.

**Company must be accredited by NAESCO as either an Energy Service Provider (ESP) or an ESCO; either one is acceptable.**

12. The evaluation criteria in section III and the proposal requirements in section II vary in several ways. Which format would the City like for us to follow?

**The City will be using Section III – Evaluation and Award.**

13. Do resumes count toward the 20 page limit?

**No**

14. Do licenses count in the 20 page limit?

**No**

15. What is the City expecting to see in the Detailed Work Plan? Is the City looking for a high level approach or a more detailed approach that will be evaluated on a potential savings and financial feasibility?

**This should be a high level approach.**

16. Do our sample T&C documents count in our page count?

**No**

17. Please provide available inventory information about the street lighting system. Including fixture type, lamp type, wattage, location, GPS data, pole style, line voltage, etc.

**Summary below and attached map.**

**Street Lights**

- **Verified City Owned – 5,851**

- **To Be Determined – 903**

**Electrical System Type**

- **High Voltage Series Circuit – 2,907**

- **Low Voltage Multiple Circuit – 3,841**

- **To Be Determined – 4**

- **Solar - 5**

## **Light Fixture Type**

**LED (converted or existing) – 3,425**

18. Was a wireless control system installed on the 4,400 metered streetlights?

**No**

19. Please provide available light fixture inventory information for the park lighting, by individual park location. Including fixture type, lamp type, wattage, location, GPS data, pole style, line voltage, etc.

**In this Addendum the City has provided what will be provided for this RFQ in its entirety. Since this RFQ is a not an analysis of the City's specific assets and instead is a list of the bidder's qualification and pricing, this information is solely a courtesy and not material to the City's selection. All entities that meet the minimum qualifications are capable of doing the analyses of data in the IGA phase.**

20. What type of lighting control systems are utilized at the parks?

**The majority are photocell, timeclock or a combination of both. All new locations such as Woodcrest have state compliant smart controls.**

21. Have there been any recent modernization projects performed at the parks? If so, please describe.

- **Woodcrest Park – park renovation with new LED site lights**
- **Rolling Hills Park - park renovation with new LED site lights**
- **Pearl Park – new park on vacant land with new LED site lights**
- **Independence Park – Outdoor Pool Area – in progress to replace floodlights with LED fixtures**
- **Pacific Drive Park – park renovation in design with new LED site lights**

- **Hillcrest Park – SW corner – recent renovations with new LED site lights**
- **Richman Park – new LED fixtures**

22. Does the City provide public WiFi services currently? If so, please describe.

**There is public WiFi at the Library, Community Center, and City Hall but not in the public right-of-way.**

23. Does the City have a small cell program developed currently? If so, please describe.

**The City is in the process of taking a Telecommunications/Wireless Facility ordinance to City Council in the next two months and Council and has approved design guidelines for small cell installations.**

24. Requesting Sq footage of the buildings and annual utility data

**Annual Utility Data is not needed for this Request for Qualifications at this time.**

**Building footage is included in an attachment.**

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25. Are the transmittal letter and resumes counted toward the page limit?

**No**

26. It reads there is a 20 page maximum for the entire response. Would certain sections be eligible for appendices and not count against page count like resumes? I assume the

sample agreement in exceptions and deviations would not count. Does the cost pricing sheet count too?

**Yes, certain sections like resumes can be in an Appendix. The Cost Sheet can also be an appendix.**

27. It is typical that proposers list the RFP question prior to the Proposer's response. Give the page count, is it ok for Proposers to limit headings to section and address questions under summarized subheadings to save space?

**Yes that is fine**

28. There are several question under evaluation criteria 5 about M&V methodologies. Where would the City like proposers to address these items?

**These can be in an Appendix**

### **Additional Information for Respondents**

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**Pricing:** In lieu of Section 4 of the RFP, please fill out the following table. This will create the not to exceed pricing ceiling for the IGA and the subsequent implementation project. This pricing table is not included in the page count.

**Investment Grade Audit:** Please provide the IGA price to the City. The IGA fee shall be paid through the “paid from savings” project. The City shall own the end product and supporting documentation for the IGA upon payment.

**Implementation Project Pricing Table (also an attachment):**

1 CONTRACTOR INTERNAL LABOR COST	Billing Rate (\$/hr)	Labor Hours*	Contractor Labor Costs	Comments & Clarifications
Direct Labor Pay Rate for a Typical Job				
1.1 Classification*	\$50.00			
1.2 Fringe Benefit	\$25.00			
1.3 Payroll Taxes	\$1.00			
1.4 Indirect Overhead	\$5.00			
1.5 Profit	\$8.10			
1.6 Others - specify	\$0.00			
Total Labor Cost	\$89.10	20,000	\$1,782,000	Total labor cost as a percent of total cost will create pricing
<b>2 SUBCONTRACTOR COST</b>	<b>Cost</b>	<b>Profit Markup</b>	<b>Overhead Markup</b>	<b>Subcontractor Total Cost</b>
2.1 Subcontractor Bids	\$5,000,000	10%	15%	\$6,325,000
2.2 Subconsultants	\$ 500,000	10%	15%	\$632,500
Total Direct Subcontractor Cost	\$5,500,000			\$6,957,500
<b>3 CONTRACTOR PROCURED MATERIALS</b>	<b>Cost</b>	<b>Profit Markup</b>	<b>Overhead Markup</b>	<b>Subcontractor Total Cost</b>
3.1 Direct Materials Costs Bids				
Total Contractor Procured Material Cost	\$3,000,000	10%	15%	\$3,795,000
<b>4 OTHER CONTRACTOR IMPLEMENTATION</b>	<b>Cost</b>	<b>Profit Markup</b>	<b>Overhead Markup</b>	<b>Subcontractor Total Cost</b>
4.1 Travel	\$ 20,000	10%	15%	\$25,300
4.2 Onsite (Trailer, etc.)	\$ 20,000	10%	15%	\$25,300
4.3 Bonds & Insurance	\$ 150,000	10%	15%	\$189,750
Total Others				
<b>5 CONTINGENCY COST (if any)</b>	<b>Cost</b>	<b>Profit Markup</b>	<b>Overhead Markup</b>	<b>Subcontractor Total Cost</b>
5.1 Total Contingency Cost	\$1,214,235	10%	15%	\$1,536,007
<b>6 TOTAL</b>			\$	14,070,507

**Project Manager:** Please identify the project manager for the project. If the project manager would differ based on scope, please identify the project manager and scope type. The identified project manager cannot be changed. Please list project manager’s County of residence.

**Down-selection & Interviews:** 30 minute Zoom interviews for the top three scoring firms will be held and firms will be notified. Additional instructions will be provided once the firms are down-selected.

**Contracts:** Please provide your IGA and Implementation contract templates.

**Funding/Financing sources:** Please list all financing/funding options that you would consider proposing to the City.