

Western Tidewater Regional Jail

Request for Proposal for Energy Services Project

ISSUE DATE:	April 6, 2026	RFP #: 0001-04-2026	
COMMODITY CODE/CODES:			
TITLE:	Request for Energy Services Project		
ISSUING AGENCY:	Western Tidewater Regional Jail (WTRJ)		
USERS:	Issuing Agency		
LOCATION OF WORK:	2402 Godwin Blvd. Suffolk, Virginia 23434		
SEALED PROPOSAL RECEIPT DATE AND TIME:	<i>April 30, 2026 3:00PM EST</i>		
INITIAL PERIOD OF CONTRACT:	Immediately upon award		
ALL INQUIRIES FOR INFORMATION SHOULD BE DIRECTED TO:	Marissa Dickens, Director of Admin & Support 757-942-0527, dickensm@wtrj.org		
IF PROPOSALS ARE MAILED SEND TO THE FOLLOWING ADDRESS:	2402 Godwin Blvd. Suffolk, Virginia 23434		
IF PROPOSALS ARE HAND DELIVERED, DELIVER TO THE FOLLOWING ADDRESS:	2402 Godwin Blvd. Suffolk, Virginia 23434		

Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

NAME OF COMPANY		DATE	
ADDRESS		BY	SIGNATURE IN INK
ADDRESS		NAME	PRINT
CITY		TITLE	
STATE		PHONE NO.	
ZIP CODE		FAX NO.	
eVA VENDOR ID		DUNS #	
E-MAIL ADDRESS			

VIRGINIA CONTRACTOR LICENSE NO.:		DSBSD CERTIFIED SMALL BUSINESS NO.:	
CLASS:			
SPECIALITY CODES:			

In compliance with this Request for Proposals (RFP) and all conditions imposed in this RFP, the undersigned firm hereby offers and agrees to furnish all goods and services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation, and the undersigned firm hereby certifies that all information provided below and in any schedule attached hereto is true, correct, and complete.

I. PURPOSE

The intent of this request is to solicit proposals from pre-qualified Energy Services Companies (ESCOs) as identified by the Virginia Department of Energy for an energy project with scope as identified below. The selection will be based on projected project savings, ESCO experience, methodology employed, ability to respond to WTRJ needs and demonstrated long-term support. As a minimum, responses to this request shall describe ESCO's capability to identify the needs, design, installation, and monitoring of a comprehensive energy conservation program of the identified scope.

II. BACKGROUND

The Commonwealth of Virginia established a pre-qualified vendors list for responding to requests for energy services contracts. This vendors list is an optional use pool. Energy Services Projects have two levels of requirements, one for state agencies and institutions of higher education and one for non-state agencies, which include school districts and boards.

III. STATEMENT OF NEEDS

WTRJ is requesting qualified ESCOs to submit a proposal for an energy project including the scope of work identified in this RFP. The facility to be addressed in the proposal is as follows:

Western Tidewater Regional Jail
2402 Godwin Blvd.
Suffolk, Virginia 23434

The proposal should, where applicable, address **but not be limited to** the scope of work identified in Attachment A to this request.

The ECMs listed in Attachment A are a minimum requirement of the project and are not all inclusive. These items should not be considered a complete and exclusive listing of all needs. ESCOs are encouraged to address all potential ECMs, including those outside the scope of the items referenced in the attachment.

IV. PROPOSAL CONTENT

The Energy Performance Contractor shall provide a proposal that is formatted in the following manner and contains the required information. One (1) original and five (5) copies are required along with an electronic version on a standard media device. No other distribution of the proposal shall be made.

Cover Letter

The ESCO's proposal will include a cover letter at the beginning of the proposal. The cover letter shall provide a summary of the information presented in the proposal; names and telephone/fax numbers of people authorized to provide any clarification required; and a statement accepting the terms of this solicitation or providing a note with specific exceptions taken to any of the terms and conditions specified in this document. This cover letter shall also include the name and signature of the person authorized to conduct final contract negotiations on behalf of the ESCO.

Table Of Contents

The ESCO's proposal should include a Table of Contents referencing each information section of this request.

Executive Summary

The ESCO shall provide an executive summary that defines potential energy conservation measures per location/building and the potential for payback within twenty (20) years. For proposed Energy Performance Contracts, the executive summary shall not have a project where the payback is greater than twenty (20) years. The intent of the law is for a project to be financed no longer than fifteen (15) years and that the

payback shall not exceed twenty (20) years. Other types of energy services contracts may also be proposed.

Personnel to be Assigned to This Energy Project

Provide a proposed staffing plan showing the project organization, supervisory responsibilities, and lines of authority. Identify the corporate affiliation for each staff member listed in the plan. Provide a graphical representation (organizational chart) of the participants listed in the ESCO's proposal and their responsibilities in the program, include how many are dedicated solely to Performance Contracting projects and how many have duties other than Performance Contracting (e.g. new construction, service, etc.). The chart is to be used to show the company and personnel responsible for each phase of the project, lines of authority, and relationships between prime contractors and subcontractors.

Project Management / Implementation Plan

Provide a complete and detailed description of the ESCO's method and plan for providing the services described herein for each category of service proposed.

Describe respondent's approach to project management, including coordination with subcontractors, division of responsibility among project staff, and interaction with WTRJ representatives. Include a sample of any contracts and/or agreements between the ESCO and subcontractor(s) that would be used in this project in an addendum.

Energy Savings

It is expected that Energy conservation techniques will be investigated on an individual basis or in combination with water savings and implemented, if deemed cost effective or necessary by WTRJ and the ESCO.

The ESCO shall not limit the project to only those ECMs included in Attachment A or ECMs having a fifteen (15) year payback. Provide a prioritized list of all opportunities for savings and improvement regardless of the payback period and the savings based on the payback period.

Baseline Methodology: Provide a textual and numerical description of the normal method used to establish baseline energy use in the facility.

Describe the method used to justify variances between baseline consumption and actual annual consumption.

Operational and Maintenance (O&M) Savings: O&M savings will be allowed as part of annual savings but must be approved by WTRJ; however, labor savings shall not be used as cost savings. It is important to note that public bodies do not reduce staff to support labor savings on maintenance. In defining labor savings, it has to be viewed as labor hours that could be reassigned or reallocated to other tasks and needs to be clearly defined as the number of man hours made available per energy conservation measure. Material savings for each ECM shall be clearly defined (i.e. replacing LED every ten years versus fluorescent at four years is material savings).

Measurement and Verification (M & V) Plan: Describe the M & V method(s) you propose to use for the project savings. All Energy Performance Contracts require annual reconciliation as defined in the Code of Virginia section 45.2-1703.F.3. The ESCO shall enter all project data into DOE's eProject Builder M&V module for M&V and update as needed. The Owner shall not do this task. To access the project data template, go to <https://eprojectbuilder.lbl.gov> and select the "Help/Documentation" tab. Click the "New Project Override Template".

Calculation Methodology: Describe your methodology of calculating dollar savings and how it protects WTRJ from risk. Discuss your method of calculation in terms of how it relates to the existing rate structure and how

you determined the baseline information. Dollar savings will be shown in two ways: 1) no escalation of utility rates determined in the baseline year and 2) a 3% escalation per year from baseline rates following the first year after the construction period.

Staff Responsibilities: What responsibilities would WTRJ facilities staff have during the term of the agreement and how are they tied to the guaranteed provisions of the contract? What restrictions on temperature and schedules will be assumed when projecting energy savings?

References

Provide information on five (5) energy and water savings contracts that the respondent has successfully implemented within the past ten (10) years that are similar in scope.

References shall include:

- Customer name
- Name and Telephone Number of Contact
- Brief Description of the Project
- Project Beginning and Ending Dates
- Specific ECMs installed
- Project cost, guaranteed savings and actual savings
- Percent of Project savings resulting from energy savings, O&M savings and stipulated savings-separate energy and non-energy savings. If savings other than energy were used, specify what these savings were, how they were calculated, and how they were guaranteed.

In addition to those references above, fill out Attachment B with a minimum of five (5) energy projects your firm has completed. These can be any project your firm would like to include as a reference in this proposal. Include the date of completion for each as well as the information required for each field of the sheet. The five (5) listed above shall not be included in the five (5) references listed in Attachment B.

Project Non-Performance

Provide a complete list of **all** projects in the last ten (10) years:

- Have cancelled or non-appropriated an energy project with the respondent (list reason);
- Have past or pending lawsuits or litigation under an energy project (list reason); or
- Have been reimbursed for nonperformance on an energy project.

If any of the above does not apply, provide an acknowledgement letter stating that each does not apply, signed by an officer of the respondent company (Please include title of officer). The signature of a corporate officer **MUST** accompany all responses. Failure to provide accurate and complete information as requested, including the signature and title of the signing officer, is grounds for disqualification.

Training and Support

Please state what customer service support and/or training WTRJ will receive after the project has been installed and how it will benefit WTRJ. Describe any preventive/emergency maintenance needs, who will provide such (fee schedule), effects of such maintenance program on any energy savings.

Is a maintenance contract required for this Performance Contracting project? If so, what is the cost to WTRJ what is the length of the maintenance contract?

Technical Information Synopsis

All information regarding the price, savings and simple payback associated with each of the energy conservation measures (ECM) proposed within each firm's submittal must be synopsisized into Attachment C. This is a separate document submitted outside the proposal document and must be completed in full, including the Price, Savings and Simple Payback, as well as the type of savings from each ECM using a 3% utility escalation rate, 3% O&M (lighting only) and a 3% interest rate for a fifteen (15) year term.

V. PROPOSAL PREPARATION AND SUBMISSION INSTRUCTIONS:

Proposal Preparation:

a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing Agency requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing Agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.

b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.

c. All pages of the proposal should be numbered. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross-references information which the Offeror desires to present that doesn't fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals shall be prepared in a manner that allows the evaluators to find where the RFP requirements are specifically addressed to eliminate risk of elimination from consideration.

d. As used in this RFP, the terms "must", "shall", "should" and "may" identify the criticality of requirements. "Must" and "shall" identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as "should" or "may" are highly desirable, although their absence will not have a large impact and would be useful but are not necessary. Depending on the overall response to the RFP, some individual "must" and "shall" items may not be fully satisfied, but it is the intent to satisfy most, if not all, "must" and "shall" requirements. The inability of an Offeror to satisfy a "must" or "shall" requirement does not automatically remove that Offeror from consideration; however, it may seriously affect the overall rating of the Offeror's proposal.

e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.

f. Ownership of all data, materials, and documentation originated and prepared pursuant to the RFP shall belong exclusively to WTRJ and be subject to public inspection in accordance with the *Virginia Freedom of Information Act*. Trade secrets or proprietary information submitted by an offeror shall not be subject to public disclosure under the *Virginia Freedom of Information Act*; however, the Offeror must invoke the protections of § 2.2-4342F of the *Code of Virginia*, in writing, either before or at the time the data or other material is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as high Energy or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line-item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection of the proposal. If, after being given reasonable time, the Offeror refuses to withdraw an entire classification designation, the proposal will be rejected.

Oral Presentation

Selected Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact finding and explanation session only and does not include negotiation. WTRJ will determine if such a presentation is necessary and will schedule the time and location of these presentations.

Specific Proposal Instructions

Proposals should be as thorough and detailed as possible so that WTRJ may properly evaluate your capabilities to provide the required goods/services. Offerors are required to submit the following items as a complete proposal:

- a. Return the RFP cover sheet and all addenda acknowledgments, if any, signed and filled out as required.
- b. Requirements defined in the Statement of Needs
- c. Attachment B – ESCO Performance Detail Form
- d. Attachment C – ESCO Energy Conservation Measure Detail Form

VI. EVALUATION AND AWARD CRITERIA:

Evaluation of proposals will be based on the following criteria:

- a. The references presented in regard to relevant Energy and water savings projects and how they relate to our request
- b. Personnel and staffing and their skills and similar experience and ability to respond
- c. Approach to the project and scope, identification and responsiveness to WTRJ needs applicability of suggested additions or modifications, potential for savings
- d. Quantification of benefits and costs, process for quality assurance, measurement and verification

Negotiations shall be conducted with the Offeror(s) selected. Price should be considered but need not be the sole determining factor. After negotiations WTRJ shall award the contract to the selected Offeror. WTRJ may cancel this Request for Proposals or reject proposals at any time prior to an award and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (Code of Virginia, § 2.2-4359D). The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

VII. REPORTING AND DELIVERY INSTRUCTIONS:

Final language for all reporting will be addressed in the final contract should WTRJ and the selected Offeror decide to enter into a contract for a project. If M&V is required on an annual basis (energy performance contract with energy savings guarantee), a copy of the M&V report will be delivered to WTRJ. WTRJ may request an in-person presentation of any reporting, in addition to paper copies.

VIII. SITE INSPECTION (Optional)

All site visits must be coordinated with the WTRJ point of contact within 48 hours of all site visits. It is the Offeror's responsibility to confirm any field measurements and equipment counts which their proposal is based on.

IX. **GENERAL TERMS AND CONDITIONS:**

- A. **VENDORS MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at www.eva.virginia.gov under "Vendors Manual" on the vendors tab.
- B. **APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia, without regard to its choice of law provisions, and any litigation with respect thereto shall be brought in the circuit courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (*Code of Virginia*, § 2.2-4366). ADR procedures are described in Chapter 9 of the *Vendors Manual*. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.
- C. **ANTI-DISCRIMINATION:** By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the *Virginia Public Procurement Act (VPPA)*. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1E).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:
 - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, a rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
 - d. The requirements of these provisions 1. and 2. are a material part of the contract. If the Contractor violates one of these provisions, the Commonwealth may terminate the affected part of this contract for breach, or at its option, the whole contract. Violation of one of these provisions may also result in debarment from State contracting, regardless of whether the specific contract is terminated.

- e. In accordance with Executive Order 61 (2017), a prohibition on discrimination by the contractor, in its employment practices, subcontracting practices, and delivery of goods or services, on the basis of race, sex, color, national origin, religion, sexual orientation, gender identity, age, political affiliation, disability, or veteran status, is hereby incorporated in this contract.
2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

D. **ETHICS IN PUBLIC CONTRACTING:** By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

E. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** Applicable for all contracts over \$10,000: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

F. **DEBARMENT STATUS:** By participating in this procurement, the vendor certifies that they are not currently debarred by the Commonwealth of Virginia from submitting a response for the type of goods and/or services covered by this solicitation. Vendor further certifies that they are not debarred from filling any order or accepting any resulting order, or that they are an agent of any person or entity that is currently debarred by the Commonwealth of Virginia.

If a vendor is created or used for the purpose of circumventing a debarment decision against another vendor, the non-debarred vendor will be debarred for the same time period as the debarred vendor.

G. **ANTITRUST:** By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

H. **MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR IFBs AND RFPs:** Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide on a case-by-case basis, in its sole discretion, whether to reject such a proposal.

I. **CLARIFICATION OF TERMS:** If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five (5) working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

J. **PAYMENT:**

1. **To Prime Contractor:**

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall

show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).

- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment thirty (30) days after invoice or delivery, whichever occurs last. However, this shall not affect offers of discounts for payment in less than thirty (30) days.
- c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e. **Unreasonable Charges.** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be resolved in accordance with *Code of Virginia*, § 2.2-4363 and -4364. Upon determining that invoiced charges are not reasonable, the Commonwealth shall notify the contractor of defects or improprieties in invoices within fifteen (15) days as required in *Code of Virginia*, § 2.2-4351. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Code of Virginia*, § 2.2-4363).

2. To Subcontractors:

- a. Within seven (7) days of the contractor's receipt of payment from the Commonwealth, a contractor awarded a contract under this solicitation is hereby obligated:
 - (1) To pay the subcontractor(s) for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
 - (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.
- b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWaM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWaM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.

- K. **PRECEDENCE OF TERMS:** The following General Terms and Conditions *VENDORS MANUAL*, *APPLICABLE LAWS AND COURTS*, *ANTI-DISCRIMINATION*, *ETHICS IN PUBLIC CONTRACTING*, *IMMIGRATION REFORM AND CONTROL ACT OF 1986*, *DEBARMENT STATUS*, *ANTITRUST*, *MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS*, *CLARIFICATION OF TERMS*, *PAYMENT* shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. **QUALIFICATIONS OF OFFERORS:** The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any (bid/proposal) if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. **TESTING AND INSPECTION:** The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. **ASSIGNMENT OF CONTRACT:** A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. **CHANGES TO THE CONTRACT:** Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the terms, conditions, or scope of the contract. Any additional goods or services to be provided shall be of a sort that is ancillary to the contract goods or services, or within the same broad product or service categories as were included in the contract award. Any increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
 2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt, unless the contractor intends to claim an adjustment to compensation, schedule, or other contractual impact that would be caused by complying with such notice, in which case the contractor shall, in writing, promptly notify the Purchasing Agency of the adjustment to be sought, and before proceeding to comply with the notice, shall await the Purchasing Agency's written decision affirming, modifying, or revoking the prior written notice. If the Purchasing Agency decides to issue a notice that requires adjustment to compensation, the contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
 - By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease

in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it is deemed necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia *Vendors Manual*. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

- P. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. **TAXES:** Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

If sales or deliveries against the contract are not exempt, the contractor shall be responsible for the payment of such taxes unless the tax law specifically imposes the tax upon the buying entity and prohibits the contractor from offering a tax-included price.

- R. **USE OF BRAND NAMES:** Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The offeror is responsible for clear and specific identification of the product being offered and provides sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid non-responsive. Unless the offeror clearly indicates in its proposal that the product offered is an equivalent product, such proposal will be considered to offer the brand name product referenced in the solicitation.
- S. **TRANSPORTATION AND PACKAGING:** By submitting their proposals, all offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.
- T. **INSURANCE:** By signing and submitting a bid or proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the *Code*

of Virginia. The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverages during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS:

1. Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirements under the *Code of Virginia* during the course of the contract shall be in noncompliance with the contract.
2. Employer's Liability - \$100,000.
3. Commercial General Liability - \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia shall be added as an additional insured to the policy by an endorsement.
4. Automobile Liability - \$1,000,000 combined single limit. (Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third-party owner of such motor vehicle.)

<u>Profession/Service</u>	<u>Limits</u>
Accounting	\$1,000,000 per occurrence, \$3,000,000 aggregate
Architecture	\$2,000,000 per occurrence, \$6,000,000 aggregate
Asbestos Design, Inspection or Abatement Contractors	\$1,000,000 per occurrence, \$3,000,000 aggregate
Health Care Practitioner (to include Dentists, Licensed Dental Hygienists, Optometrists, Registered or Licensed Practical Nurses, Pharmacists, Physicians, Podiatrists, Chiropractors, Physical Therapist, Physical Therapist Assistants, Clinical Psychologists, Clinical Social Workers, Professional Counselors, Hospitals, or Health Maintenance Organizations.) <i>Code of Virginia</i> § 8.01-581.15 https://law.lis.virginia.gov/vacode/title8.01/chapter21.1/section8.01-581.15/	
Insurance/Risk Management	\$1,000,000 per occurrence, \$3,000,000 aggregate
Landscape/Architecture	\$1,000,000 per occurrence, \$1,000,000 aggregate
Legal	\$1,000,000 per occurrence, \$5,000,000 aggregate
Professional Engineer	\$2,000,000 per occurrence, \$6,000,000 aggregate
Surveying	\$1,000,000 per occurrence, \$1,000,000 aggregate

- U. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA VBO (www.eva.virginia.gov) for a minimum of 10 days.
- V. **DRUG-FREE WORKPLACE:** Applicable for all contracts over \$10,000:

During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, “*drug-free workplace*” means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

W. **NONDISCRIMINATION OF CONTRACTORS:** A offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

X. **eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS:** The eVA Internet electronic procurement solution, web site portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected.

Vendor transaction fees are determined by the date the original purchase order is issued, and the current fees are as follows:

a. For orders issued July 1, 2014, and after, the Vendor Transaction Fee is:

- (i) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
- (ii) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.

b. Refer to Special Term and Condition “eVA Orders and Contracts” to identify the number of purchase orders that will be issued as a result of this solicitation/contract with the eVA transaction fee specified above assessed for each order.

c. For orders issued prior to July 1, 2014, the vendor transaction fees can be found at www.wtrj.org.

The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services, typically within 60 days of the order issue date. Any adjustments (increases/decreases) will be handled through purchase order changes.

Y. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that the agency shall be bound here under only to the extent that the legislature has appropriated funds that are legally available or may hereafter become legally available for the purpose of this agreement.

Z. **SET-ASIDES IN ACCORDANCE WITH THE SMALL BUSINESS ENHANCEMENT AWARD PRIORITY:** This solicitation is set-aside for award priority to DSBSD-certified micro businesses or small businesses when designated as “Micro Business Set-Aside Award Priority” or “Small Business

Set- Aside Award Priority” accordingly in the solicitation. DSBSD-certified micro businesses or small businesses also includes DSBSD-certified women-owned and minority-owned businesses when they have received the DSBSD small business certification. For purposes of award, offerors shall be deemed micro businesses or small businesses if and only if they are certified as such by DSBSD on the due date for receipt of proposals.

- AA. **BID PRICE CURRENCY:** Unless stated otherwise in the solicitation, offerors shall state bid/offer prices in US dollars.
- BB. **AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH:** A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. Any business entity described above that enters into a contract with a public body pursuant to the *Virginia Public Procurement Act* shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- CC. **DISQUALIFICATION/REMOVAL:** The Commonwealth reserves the right to disqualify/remove an ESCO from the prequalified list if the vendor has not participated in any EPC projects within a two (2) year period or if the ESCO has documented performance or non-compliance issues due to failure to perform in accordance with the terms and conditions of the contract (e.g., late delivery, nonconformance to specifications).
- DD. **OPEN ENROLLMENT:** Period from July 1 – August 31 every two (2) years within the ten (10) year period for Request for Qualifications from new EPCs. Qualifications resulting from open enrollment will have the same expiration date as the qualifications resulting from RFQ #E194-82899.
- EE. **PERIOD OF QUALIFICATION:** Ten (10) years from the date of qualification – applications from new offerors will be accepted during open enrollment from July 1 – August 31 every two (2) years within the ten (10) year period. Upon expiration of the period of qualification, the Commonwealth reserves the rights to request condensed/abbreviated response(s) from previously approved prequalified EPCs. Condensed/abbreviated response(s) requirements will be established in the new RFQ.

Western Tidewater Regional Jail

Request for Proposal for Energy Services Project

Minimum Scope of Work

ECM 1 Dynamic VAV Optimization (DVO)

Provide all labor and materials necessary to incorporate Siemens Dynamic VAV Optimization (DVO) into the existing facility’s building automation system (BAS) and sequences.

The scope of work for this FIM shall include the following:

- a. Provide all labor and materials necessary for set up and operation of DVO sequences and service for eight (8) air handling units (RTUs 1,2, 3, 4, 6,10, 11 and AHU 5) and one hundred forty-two (142) associated VAV boxes, totaling one thousand two hundred twenty (1,220) control points.
- b. Install and connect to the BAS any additional sensors or points necessary for proper DVO operation, including supply air humidity sensors on each controlled unit.
- c. Provide programming, license and other tasks as necessary for DVO operation in both Green Mode and Defense Mode.
- d. Revise BAS graphics and programming for DVO operation and control.
- e. Validate and commission DVO control operation.
- f. Provide 3-year DVO service per Exhibit A, Article 5. OWNER maintenance of DVO Service is required for DVO operation.

ECM 2 Building Envelope Improvements

Building Envelope Improvement measures shall be Installed as indicated below.

Row Labels	Quantity	Length (Ft/unit)	Total Sq. Ft.
REPAIR/REPLACE WEATHERSTRIP ON ENTRY DOORS	5	17	
INSTALL SWEEPS ON ENTRY DOORS	5	3	
REPAIR/REPLACE WEATHERSTRIP ON DOUBLE DOORS	3	20	
INSTALL SWEEPS ON DOUBLE DOORS	3	6	
REPLACE GARAGE DOOR WEATHERSTRIPPING	2	50	
REPLACE GARAGE DOOR SWEEP	2	20	
SEAL EXISTING GAP USING CAULK	750	1	
RAISE R-VALUES USING BATT INSULATION			1020
PERFORM ENTRY DOOR MAINTENANCE	13	20	
INSTALL DESTRATIFICATION FAN IN HIGH CEILING AREA	3		
INSPECT AND SEAL ROOF VENTS	12	16	
INSTALL THERMAL PANEL INTO SECTION OF NEW WINDOW			1020
INSTALL PAIR OF NEW ASTRIGAL	3	14	

Inclusions:

- a. Regulatory compliance including all applicable existing codes, building permits, inspections, and fees relative thereto.
- b. Coordination of shipment releases with the supplier, as well as receipt, inspection, and storage of merchandise, all material handling, freight damage assessment, etc.

Exclusions:

- a. Asbestos removal or abatement.
- b. Removal of any Caulking, Coatings, Mastics, Flashings, Insulation or any other materials unless specified.
- c. Repair or install any Brick or other Masonry Materials or Systems
- d. Repair, modification or installation any Window, Door Systems including Glass Pane unless specified.
- e. Repair or Installation of any building Structural System.

ECM 3 Load Flow Study

ESCO will perform power system load flow studies on Facility main electrical supply equipment. All studies are to be performed under the supervision of a licensed professional engineer using SKM Power Tools software.

The Power System Study will include the following:

- a. Data collection of the following information on which to base the study:
 - A single line diagram marked to show the location and function in the system of each protective relay, power fuse, and low voltage circuit breaker, as well as all other key electrical equipment.
 - Conductors: Type, size, length, insulation & conductors per phase
 - Circuit Breakers: manufacturer, model, frame amp and voltage rating, interrupting capability, and adjustable trip settings (if applicable)
 - Relays (50/51): manufacturer, Model, CT ratio & tap settings.
 - Fuses: manufacturer, type, continuous ampere rating, short circuit current interrupting rating, voltage rating.
 - Transformers: nameplate rating, Primary-Secondary Winding Configuration and Voltages, Neutral
 - Grounding Resistor Rating (if used), X/R ratio, and Percent Impedance (%Z)
 - AC Induction Motors: HP, voltage, FLA, power factor, efficiency, number of poles and rated synchronous speed.
 - Switchgear, MCC's, Panel Boards: manufacturer, model, Voltage Rating, Continuous Ampere Rating, number of phases, number of wires, and bus bracing rating.
 - Utility data includes source impedance, available fault current, and upstream protective device settings.
 - The ratio of any instrument transformers energizing each relay.
 - Type designation, voltage and current ratings and manufacturer of all power fuses and specialty power factor correction or power quality provisional equipment.
 - Drive equipment nameplate parameters shall be provided and provision made for inclusion for loads that attribute measurable fault current to the system.
 - The type of breaker and its series trip coil setting for the 480-volt transformer secondary circuit, manufacturer and trip unit type.
 - Time separation of approximately 0.4 second at the maximum fault magnitude will be used for Medium Voltage relays unless otherwise instructed.

- b. A short circuit study shall be performed to calculate the currents that are expected to flow if a three-phase, phase to phase, phase to phase to ground, or single phase to ground fault occurs at any location in the facility electrical distribution system. All short circuit calculations will be made in accordance with the latest standards adopted by the American National Standards Institute (ANSI) and the National Electrical Code (NEC).
- c. A protective device coordination study shall be performed to achieve the best degree of selectivity possible. results of the coordination study will include recommended settings for adjustable protective devices such as relays and circuit breaker trip units. The coordination study will cover the electrical system from the utility service through the busses and distribution system. This includes transformers, fuses, breakers, panel boards and related equipment down to the single-phase level.
- d. An Arc Flash hazard analysis shall be performed to determine the level of Arc Flash energy present during a fault condition. The level of incident energy at each switchboard, motor control center, panel board and ATS will be calculated. Arc Flash hazard labels will be provided for each piece of equipment.
- e. A load flow/ circuit balance analysis will be run to calculate system voltage drops, phase angles, power flows (real and reactive), losses, and loading of lines and transformers under specified conditions.
- f. A Study Report shall be provided in electronic form. Printed copies may be requested by OWNER at delivery. The report shall include:
 - Full description of all studies.
 - Interpretation guide for all computer listings and reports.
 - Single line diagram.
 - Arc Flash Hazard Analysis details and recommendations.
 - Other recommendations and improvements based on results.

ECM 4 Power Quality Metering

ESCO will provide all labor and materials to install one (1) Siemens PAC4200 power quality meter at the electrical service entrance point for the facility. Installation will include the following:

- a. PAC4200 meter will be installed in a contained, separate NEMA 12 enclosure which will be mounted on the exterior side of the existing Siemens 'MDP' switchboard.
- b. Current sensors will be installed on the primary horizontal bus, interior to the switchboard, in order to receive the requisite power profile data for each phase.
- c. Installation shall be performed during a planned power outage to be coordinated with OWNER.
- d. ESCO will verify the meter functionality once power has been restored.
- e. Bill of material is below:
 - ENCL4248012TCX - PAC4200, 480V, NEMA12 Standard
 - (4) PDS-CTSC-03R Current Transformer, 3000:5 ratio
- f. Installation shall be accordance with NFPA 70 standards and tested in accordance with Siemens Standard Testing Procedures.
- g. ESCO will:
 - Provide required safety equipment, and documentation upon request.
 - Provide a report including findings and test data upon completion of work.
 - Provide the necessary field service engineers, technicians, tools and approved test equipment to complete the testing or commissioning of equipment as described herein.
 - Provide all safety equipment and documentation as necessary.

Integration of meter to LAN or another available network is not included.

See Exhibit E, "Western Tidewater Regional Jail Recommended Phase II Project dated March 2025", Appendix D for further scope details.

ECM 5 Brightly Origin Strategic Asset Management

ESCO will provide specified services to implement Brightly Origin, Strategic Asset Management (SAM) software for the facility. Deliverables will include the following:

a. Facility Conditions Assessment

ESCO will collect, document, and analyze the facilities assessment data by performing the following:

- ESCO will interview Subscriber's staff to understand what improvements have been made in the last three years, what improvements are planned in the next three years and known problems that may exist.
- Inventory all major building assets to include quantity, size, asset tag number, manufacturer, model and serial number.
- Identify deficient conditions in terms of deferred maintenance and building condition.
- Provide a cost analysis for the above efforts.
- Provide a report for the property that details the assessment data.
- Field data collection will be performed at an individual and system level.
- Detailed data collection of individual assets will be captured to build an asset inventory which will be imported into Company's Asset Essentials CMMS.
- A condition assessment of major building systems, including HVAC, Electrical, Plumbing, Roofing, Site Paving, Vertical Transportation, Structural and Building Envelope
- HVAC equipment items only will also be tracked in the capital forecast as specific Sub-Systems. For these items, Make/Model/Serial Number will be captured and tracked in the Equipment Inventory, and the item will also be included as a Sub-System in the capital forecast.
- All other major systems will be collected at the system component level.

b. Implement Origin

- Review, validate, and establish data best practices.
- ESCO will set up locations and buildings within Origin.
- ESCO will validate Owner's asset and location naming standards.
- ESCO will validate Owner asset inventory and condition assessment and apply bar codes.
- ESCO will establish asset risk ranking criteria that will be used to prioritize asset investments in the Capital Forecast
- Software deployment
- ESCO will create up to ten Origin users within Subscriber's account.

c. Provide training

- ESCO provides Owner access to online Learning Management System (LMS) and online Help content provided by ESCO. Owner completes ESCO provided training via LMS.
- Train-the-trainer best practices and content.
- ESCO will assign a dedicated Company SAM Consultant to provide guidance and insight. SAM consultant will provide up to eight hours of virtual training.

d. Develop capital plan

- Owner will receive up to a 30-year Strategic Asset Management Capital Plan for their upcoming fiscal years.
- Owner will receive 0-2 Star Report to triage underperforming assets.
- Capital Plan will include capital assets worth more than \$5,000 or that have strategic importance to Owner.

- e. ESCO will establish a connection to Owner computerized maintenance management system (CMMS)
- f. Provide 1 year of Origin Strategic Asset Management service per Exhibit A, Article 5. OWNER maintenance of DVO Service is required for DVO operation.

ECM 6 Investment Grade Audit

ESCO will perform an investment grade Audit (IGA) of the WTRJ facility based on the results of the ECMs 1 through 5 above and provide WTRJ with a report documenting the IGA results and recommending additional measures for implementation.

a. Project Criteria

The project resulting from the audit shall contain additional savings that are derived from the FIMs implemented following their selection by the Client.

b. Scope of Work

ESCO will investigate Client's entire campus and provide the IGA on these facilities.

ESCO will investigate appropriate Facility Improvement Measures ("FIMs") and recommend appropriate measures.

The FIMs to be investigated include but are not limited to the following:

- Implementation of Load Flow Study Recommendations (from Phase II)
- Implementation of Switchgear & Quality Assessment Recommendations (from Phase II)
- Generator Heat Pump
- Electrical Submetering
- Net metered Solar Power System
- Lighting Upgrades with occupancy sensing and tracking
- Implementation of Chiller Demand Flow
- Add Chiller Catalyst for Efficiency Improvements
- AHU & RTU Refurbishment and/or Replacement
- DHW System Optimization
- New Office Area HVAC Comfort Modifications
- Duct Cleaning and/or Sealing
- Walk-In Cooler/Freezer Controls
- Ice Machine Replacement
- Ice Machine Drain Heat Recovery
- EV Charging Stations
- Updated Utility Data Analysis

- AHU & RTU Refurbishment and/or Replacement
- DHW System Optimization
- New Office Area HVAC Comfort Modifications
- Duct Cleaning and/or Sealing
- Walk-In Cooler/Freezer Controls
- Ice Machine Replacement
- Ice Machine Drain Heat Recovery
- EV Charging Stations
- Updated Utility Data Analysis

Attachment C - ESCO Energy Conservation Measure Detail Form – 3% Escalation

ECM #	ECM Description	Blended or Actual Electric Rates?	Energy Savings UOM	M&O Savings Labor Man Hours	M&O Savings Labor (\$)	M&O Savings Material (\$)	Cost	SPB (Years)	Savings Breakout		
									Energy	O&M	Water
									Dollar Amount (\$)	Dollar Amount (\$)	Dollar Amount (\$)
	3% Escalation										
1											
2											
3											
4											
5											
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