

Q & A RESPONSES: ENERGY PERFORMANCE CONTRACTING SERVICES

1. How will the ESCO's RFP responses be graded "on their merit" by SEARK College?
 - a. Will the Selection Committee follow a standard 1 to 5 *scoring criteria* provided by the AEO for each category outlined in the RFP?
 - b. To what extent, if at all, would additional proposed ECMs (outside of those outlined in the RFP scope) contribute to the scoring methodology?
 - c. Will SEARK College provide their scoring criteria to the responding ESCOs in preparation of their RFP response submission?

A. Per discussion with the AEO, the pre-qualification process of the AEPC program allows the Owner/Agency to not have to assign any scoring to the proposals. The proposals will be evaluated based upon the content and merit of the responses submitted.

2. Will SEARK College be conducting oral interviews?

A. Refer to the response to Question #1. The AEPC program allows for oral interviews if deemed necessary during the review process of the proposals.

If so...

- a. What are the measures SEARK College will employ to decide which ESCOs are invited to interview?

A. Refer to the response to Question #1.

- b. Will the initial RFP response scoring criteria determine the "shortlist" of ESCOs selected for oral interviews?

A. The AEPC program allows for oral interviews if deemed necessary during the review process of the proposals.

- c. Would this criteria include only the "top 3" ESCOs by score, or any that score above "X" number of points (which could include more than just 3 qualifying ESCOs to be interviewed)?

A. Refer to the response to Question #1.

- d. Do prior services or contracts at SEARK College from a responding company play a role or contribute "points" toward informing the selection of those invited for oral interviews?

A. No.

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3. As Written in the RFP scope, to what degree will “HVAC/Boiler/Chiller & Climate Controls Upgrades for all Facilities” be evaluated?

A. Refer to response for question #1 above.

a. Is SEARK College intent on maintaining the existing control systems and equipment brands with incremental adjustment in a concerted attempt to address established and ongoing operational and maintenance issues? OR

A. No.

b. Will SEARK College strongly consider completely different manufacturer options for alternative equipment, systems, devices, platforms, etc?

A. Yes

4. The SEARK Master Plan was mentioned at the Pre-Bid meeting by President Bloomberg.

a. Has an Architect been selected?

b. When is the Master Plan expected to be completed?

c. In addition to the Master Plan in development, can you share any details that may be relevant to the scope of this project? e.q., Eliminating and/or Constructing New Buildings, Growth Strategies, Workforce Development, Site Plan Changes, Green Spaces, Seabrook Center Changes

A. Work began on the Master Plan in 2018 – 2019 and is continuing. The Master Plan should be presented to the governing Board in 2020.

5. Has the capital planning and budgeting been completed for FY 2021? If so, can you share this information?

A. The FY 2021 budget will be finalized at the May 2020 Board Meeting. The College must submit Capital Funding Request & Facilities Audit Plan to ADHE in March 2020. The state has not allocated any critical maintenance funds to the College in over 8 years.

6. Can you share the current FY 2020 detailed operating expenditures and capital projects budget, if different from what is available on the website?

A. Current Year FY 2020 detailed Operating expenditures thru December 2019 will be posted in January 2020.

The College has funded the following projects from contingency & reserves from FY 2020:

Tutoring Central	\$80,344
McGeorge Office Renovations	\$85,000
Buildings & Grounds Projects/GSS & GSN	\$47,000
Website Project	\$64,400
Master Plan (This project began in FY 2019)	\$15,286
Metal Welding Shear – Tech Studies	\$21,500

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7. Does SEARK have any other additional Architectural, Structural, Landscaping, or MEP drawings available that were not provided this week via the dropbox link?
- Specifically, do you have the ability to obtain and share drawings for McGeorge and the remaining portion of Founders Hall?

A. Additional plans have been posted via a Dropbox link.

8. Floor Plans for each building in scope – Does SEARK have CAD floor plans for each building?
- If not, could you provide emergency/fire evacuation floor plans, if no others are available?

A. Additional floor plans have been posted via a Dropbox link.

9. Can you provide a sample month's bill for the summer (June to September read date) and sample winter utility bill for each meter/account?

A. This information was posted on the website with the RFP.

10. Can you provide building usage schedules and occupancy hours for building in RFP scope?
- Have there been any substantial changes to the building usage and occupancy over the last 12 months?
 - Do you anticipate any changes to how buildings will be used in the future?

A. Occupancy hours for the buildings are as follows:

M – F	8:00 AM – 10:00 PM	McGeorge, Tech, & Founders
M – F	7:30 AM – 8:00 PM	Library
M – F	7:30 AM – 5:00 PM	JATCC
M – Th	8:00 AM – 6:00 PM	Admin, Student Services, Business Services
Friday	8:00 AM – 12:00 PM	
Previously	8:00 AM – 5:00 PM	

A. No changes are anticipated.

11. What has been the position of SEARK for short-term and long-term financing?
- Historically, what type of financing instruments have been utilized by the College?
Bonds and Lease-Purchase?

A. The College currently has no debt. The College encourages the inclusion of financing options both short and long term.

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12. Does SEARK currently have a financial advisor? If so, can you provide details?

A. No

13. Does SEARK currently have a grant researcher and writer on staff, or available to the college?

A. No

14. Does SEARK have any partnering agreements with any local businesses and industries? If so, can you provide details?

A. Currently, SEARK has no formalized partnering agreements.

15. How many copies of the proposal need to be submitted, if printed?

A. 3 printed copies and 1 usb flash drive