



**BOARD OF COUNTY COMMISSIONERS**

**DATE:** January 25, 2011  
**AGENDA ITEM NO.** 12

**Consent Agenda**

**Regular Agenda**

**Public Hearing**

**County Administrator's Signature**

**Subject:**

Approval of Ranking of Consultant Selection - Clearwater Central Energy Plant Outsourcing Services, Contract No. 090-0430-NC(AM)  
Project No. 2127

**Department:**

Real Estate Management / Purchasing

**Staff Member Responsible:**

Paul Sacco / Joe Lauro

**Recommended Action:**

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) APPROVE THE RANKING OF FIRMS AND AUTHORIZE STAFF TO NEGOTIATE AN AGREEMENT WITH THE NUMBER ONE RANKED FIRM, TAMPA BAY TRANE D/B/A TAMPA BAY SALES, INC., TAMPA, FLORIDA, FOR CLEARWATER CENTRAL ENERGY PLANT OUTSOURCING SERVICES.

**Summary Explanation/Background:**

On September 3, 2010, in accordance with the Consultants' Competitive Negotiation Act (CCNA) requirements, the Purchasing Department on behalf of the Department of Real Estate Management (REM) let a Request for Proposal (RFP) for the intent of obtaining the services of a qualified Central Energy Plant Outsourcing Service Provider to design, construct, own, operate and maintain a centralized energy plant (CEP) and distribution piping network supporting the County's downtown City of Clearwater campus and adjacent properties. The CEP will be located on County-owned property at the northeast intersection corner of Bay Avenue and Rogers Street in Clearwater, Florida. The intent of the County is to enter into a comprehensive contract to purchase chilled water from the Service Provider pursuant to State of Florida Statutes.

Prior to the release of the RFP, on June 4, 2010 The Purchasing Department released a Request For Information (RFI) for the purpose of identifying industry methods/standards and the breadth of available technologies, to generate interest and determine potential providers for this project. Six (6) firms responded to the RFI, three (3) of which, in turn, responded to the RFP.

The evaluation committee consisting of two (2) representatives from Real Estate Management (REM), the Energy Manager for Hillsborough County, a representative from Public Works, a representative from Airport, along with a representative from the Purchasing Department acting as a facilitator, met on November 1, 2010, to evaluate and score the three (3) proposals received.

The Committee evaluated the firms per the criteria detailed below for a possible score of 1000 points:

- |  |            |
|--|------------|
| 1. Ability of Firm and its Professional Personnel                          | 325 Points |
| 2. Firm's Experience with Project of Similar Size and Past Performance     | 300 Points |
| 3. Firm's Willingness and Ability to Meet Schedule and Budget Requirements | 100 Points |
| 4. Volume of Work Previously Awarded by the County                         | 50 Points  |
| 5. Effect of the Firm's Current and Projected Workload                     | 125 Points |
| 6. Minority Business Status  | 50 Points  |
| 7. Location  | 50 Points  |

The firms in order of ranking after the qualification evaluation are as follows:

- |   |               |
|---|---------------|
| 1. Tampa Bay Trane d/b/a Tampa Bay System Sales, Inc. | 837.00 Points |
| 2. Noresco LLC  | 788.00 Points |
| 3. Soney FM LLC                                       | 301.00 Points |

The evaluation committee recommended the two (2) highest ranked proposers be invited to an oral presentation which was conducted on December 14, 2010. However, by written correspondence, Noresco LLC withdrew from the process. Staff proceeded with the oral presentation process involving the highest ranked firm.

The final scoring following the oral presentation is as follows:

Tampa Bay Trane d/b/a Tampa Bay Sales, Inc.	862.50 Points
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At the direction of the Board, REM staff will begin negotiations with the highest ranked firm in accordance with County CCNA procedures. It is proposed that the project be considered for certification under the United States Green Building Council's Leadership in Energy Efficient and Environmental Design (LEED) rating system. Additionally, negotiations will explore revenue generation through sales of chilled water to other public and/or private entities. A final negotiated contract will be presented to the Board for consideration at a future date.

#### **Fiscal Impact/Cost/Revenue Summary:**

The budget estimate to construct the CEP and associated distribution piping network is \$10-12 million. The County plans to commit \$1,500,000 of Department of Energy (DOE) Federal appropriated Energy Efficiency Block Grant (EEBG) funds, and would consider committing additional funds up to 100% capitalization of the project as funds are available.

At the onset, a third party entity will be responsible for the design, construction, maintenance and ownership of the CEP. At a funding level of \$1,500,000, the County will purchase chilled water for air conditioning systems at a locked-in rate. The estimated annual savings to the County is \$200,000. The balance of the capitalization can be bought down by the County in part or in whole in future years to establish ownership of the CEP. As the County's ownership percentage increases, the chilled water rate would be reduced and the County would share in revenues generated by sale of chilled water to other entities. At full ownership, the annual estimated savings is \$400-500K and annual estimated revenues would be \$300-400K.

The useful life of the CEP is 25 years. The CEP would eliminate the need for the County to replace air conditioning equipment and components during that 25-year period, which results in a total cost avoidance of \$3,800,000 (present value dollars).

#### **Exhibits/Attachments Attached:**

Contract Review  
Evaluation Criteria Tabulations for Initial Evaluation and Oral Presentation



**PINELLAS COUNTY EVALUATION CRITERIA TABULATION SHEET**

Clearwater Central Energy Plant Outsourcing Services, Project NO. 2127  
090-0430-NC

COMPANY NAME	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	TOTAL POINTS	TOTAL AVERAGE	RANK
	Paul Berlage	John Holt	Randy Klindworth	Keshwar Ramjattan	Paul Sacco			
Noresco LLC	797.50	785.00	717.50	827.50	812.50	3940.00	788.00	2
Soney FM LLC	297.50	318.75	285.00	320.00	283.75	1505.00	301.00	3
Tampa Bay Trane D/B/A Tampa Bay System Sales, Inc.	845.00	832.50	845.00	823.75	838.75	4185.00	837.00	1
DATE 11/1/10								

**PINELLAS COUNTY EVALUATION CRITERIA TABULATION SHEET**

**Clearwater Central Energy Plant Outsourcing Services, Project No.  
090-0430-NC**

<b>COMPANY NAME</b>	<b>EVALUATOR</b>	<b>EVALUATOR</b>	<b>EVALUATOR</b>	<b>EVALUATOR</b>	<b>TOTAL POINTS</b>	<b>TOTAL AVERAGE</b>	<b>RANK</b>
	<b>Paul Berlage</b>	<b>Randy Klindworth</b>	<b>Keshwar Ramjattan</b>	<b>Paul Sacco</b>			
Tampa Bay Trane D/B/A Tampa Bay Sales, Inc.	855.00	885.00	840.00	870.00	<b>3450.00</b>	<b>862.50</b>	

Date: December 14, 2010

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