

Energy Performance Contracting Project

Amended November 21, 2011

Laclede County is requesting proposals from qualified respondents to provide Energy Performance Contracting Project Financing for 15 (fifteen) year construction financing for the implementation of a guaranteed energy savings performance contract (pursuant to RSMo 8.231). The County is soliciting requests for proposals in order to finance approximately \$4,100,000.

Please contact Michelle Jurrens, Purchasing Agent at 417-532-4897 in order to obtain a copy of the statement of qualifications. If your firm is interested and qualified, please plan to present your proposal on Thursday, December 8, 2011 to the Laclede County Commission.

Laclede County RFP for Energy Performance Contracting Financing

Introduction:

Laclede County is requesting proposals from qualified respondents to provide ENERGY PERFORMANCE CONTRACTING PROJECT FINANCING for 15 year construction financing for the implementation of a guaranteed energy savings performance contract (pursuant to MO Statute 8.231). The financing agreement will be between Laclede County (the "County") and the selected lender as per the specifications of this RFP. There may be multiple alternatives considered at this time.

The County intends to issue approximately \$4.1M for the purpose of providing facility improvements to the Courthouse and Jail. The County intends to make the debt service payments from the savings resulting from the project, but payments are subject to annual appropriation by the County.

The project may include detailed financial planning and other services. If interested, we have included a list of requested information about the financial planning services and experience the County is seeking.

Project Description:

The County would like to evaluate the best options for financing for its guaranteed energy Savings Program as shown in the below table.

Project Description	
Project Cost	\$4,100,000
Financing Term	15 Years
Funding Date	November 2011
Construction Timeline	8 months
First Year Energy Savings	\$282,353*
First Year Operational Savings	\$ 45,238*
*estimated 3% annual escalation for savings	
<i>Equipment Description:</i>	
<i>Lighting</i>	100,000
<i>HVAC Equipment and Controls</i>	3,800,000
<i>Fire Alarm</i>	100,000
<i>Parking Lot Restoration</i>	100,000

- Construction period financing may be either in the form of a standard construction draw schedule, with interest accruing on the principal balance, or a construction escrow fund. Please specify which method your quote references.
- In either case, the construction finance costs will accrue through the date of final completion/acceptance of the installation by the Energy Savings Company (ESCO) and be capitalized in the financing and/or escrow earnings applied to reduce the financed amount (i.e. net funding).
- Financiers should describe/list detail any buy-out provisions to be considered at the expiration of the 15-year time period.

Respondent's Statement of Qualifications, Experience and Availability to Undertake the Project:

The experience of the Offeror's organization and the expertise of proposed personnel will be considered subjectively in the evaluation process. Therefore, the Offeror is strongly encouraged to submit detailed information that documents successful and reliable experience in past performances, especially those performances related to the requirements of the Request for Proposal. As a minimum, the Offeror should provide the following information related to this evaluation criteria.

Please provide the following information about your firm in response to this RFP:

1. A brief description of your firm.
2. Background of key personnel.
3. Fees for services.
4. A summary of successful Guaranteed Performance Contract Missouri financings over the past five years.
5. Missouri County officials who may be contacted as references for your firm's financing and planning services within the past five years.
6. Please describe the assistance, services and advice that your firm will provide to Laclede County related to financing the Performance Based Energy Savings Contracting Program.
7. Please provide a description of the financing agreement (e.g. lease-purchase)
8. Please fill out Attachment A of this Document and return in response.
9. Provide any additional information your firm feels the County should consider in our evaluation.

In addition to the enclosed criteria, we are also very interested in a firm that has the professional expertise, manpower and technical support to get the project underway within a reasonable time frame after employment by the Commission. The County is very interested in any local participation.

Rejection of Proposals. The County reserves the right to accept or reject any or all proposals, and to waive any technicalities or irregularities in any proposal, and to make award to the response which in the County's opinion is the most advantageous to the County. Each proposer agrees that the submission of a proposal constitutes an agreement by the proposing firm to waive any legal claim against the County or its benefits consultant should the County fail to select its proposal.

Incurred Costs. The County is not liable for any costs incurred by a Respondent in the preparation or production of its proposal or for any work performed prior to the issuance of a valid contract under Missouri Law. Such exemption from liability applies whether such costs are incurred by the Respondent or indirectly through the Respondent's agent, employees, assigns or others, whether related or not to the Respondent.

Compliance with Applicable Laws. The lease contract shall be construed according to the laws of the State of Missouri. The Financier shall comply with all local, state, and federal laws and regulations related to the performance of the contract to the extent that the same may be applicable. Violation of any local, state or federal law and/or regulation shall be considered a material breach of this contract. The Financier must be registered with and maintain good standing with the Secretary of State of the State of Missouri and other regulatory agencies, as may be required by law or regulation. Financier must be E-Verified.

Please make certain that a minimum of **five copies** of your proposal are received by **11 a.m. on Tuesday, November 29, 2011**, and addressed to Laclede County Commission, 200 N. Adams Street, Lebanon, Missouri 65536, clearly marked "**Energy Performance Contracting Financing Proposal**". If the Commission determines that any interviews are necessary your company may then be contacted. It should be understood that the County reserves the right to reject any and all proposals submitted and to request additional information. Furthermore, the professional services will be contracted from the firm, which in the opinion of the County, is the best qualified and the County's decision is final.

If you have questions, or need additional information, please contact Danny Rhoades at (417)532-4897.

ATTACHMENT A

This Attachment A, Pricing Page, must be submitted in the RFP Response.

The proposer must state a price to provide financing in accordance with the provisions and requirements herein:

- Financier should describe/list detail any buy-out provisions to be considered at the expiration of the 15-year time period.
- Please note when completing the below table, the County will need twelve months after project completion to realize the energy savings to meet the first payment. Please indicate on your submitted amortization schedule how your firm will accommodate this provision (eg. Capitalized interest for the first year).

INSTITUTION NAME: _____

LOCATION: _____

Project Cost	\$4,100,000
Financing Term	15 Years
Funding Date	November 2011
Construction Timeline	7 months
Prime + Number of basis points above prime	
Amortization Schedule (Attach amortization schedule for proposed interest rate)	