



## Staff Report

**TO:** Mayor, and City Council Members  
**FROM:** Kari Mendoza, Administrative Director  
**DATE:** February 18, 2020  
**SUBJECT:** **Select Engie Services U.S. Inc., as the City's Partners for Design/Build Energy Performance Contract Services and Authorize City Staff to Negotiate a Contract for Services**

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### **Background and Analysis:**

On June 18, 2019, City Council authorized the release of a request for qualification (RFQ) for Design/Build Energy Performance Contracting Services. The documents were published on the City's website and Public Purchase on June 20, 2019, in accordance with the City's purchasing ordinance. The bid closed July 31, 2019, and bids were received from five (5) firms. Those firms were: Ameresco, Engie Services U.S. Inc., New Energy, Trane and Willdan.

An energy sub-committee was created to evaluate the request for qualifications received. The committee consisted of employees from the Facilities Department, Information Technology Department, Public Works Department, Police Department and City Administration. The committee identified two top firms, Ameresco and Engie Services U.S. Inc. Both firms were invited to participate in an interview conducted November 6, 2019. Evaluations and research continued with these firms through January to ensure a complete understanding of project management.

The committee noted that Engie Services U.S. Inc. demonstrated a strong relationship with the public sector including school districts, cities and counties and had more than forty-five years of experience in energy efficiency. Local projects included Moreno Valley, Brea, Norco, Palm Springs and San Jacinto. They focus on a comprehensive team approach utilizing finance, development, construction and marketing.

The committee also noted that Ameresco had government experience and had done numerous local projects with the Beaumont Unified School District. They are a publicly traded company with in-house engineers and utilize the federal government pricing model ensuring transparency.

**Fiscal Impact:**

None at this time. This RFQ process was to identify an energy partner to assist the City with energy performance projects at all City owned facilities as well as future projects or facilities. Any contracts for energy efficiency will be brought back to City Council in accordance with our current purchasing policies along with any budget amendments if necessary.

**Recommended Action:**

Select Engie Services U.S. Inc. as the preferred consultant for Design/Build Energy Performance Contracting Services and authorize City staff to negotiate a contract for services. City staff further recommends that City Council authorize negotiation of a contract for services with Ameresco should contract negotiations with Engie Services U.S. Inc. fail.

**Attachments:**

- A. Engie Proposal
- B. Ameresco Proposal