

CONSULTANT ADMINISTERED ENERGY EFFICIENCY DIRECT INSTALLATION PROGRAMS

Public Utilities Department

City Council
January 10, 2023

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BACKGROUND

1. In the early 2000's, RPU began offering energy efficiency programs to its customers
2. Direct Installation Programs created to reach a large segment of RPU electric load
3. Direct Installation programs were previously administered via a SCPPA contract



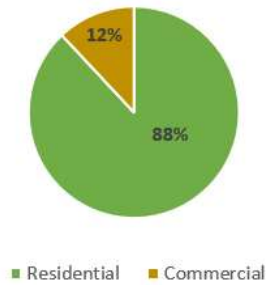
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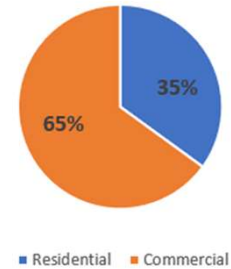
DISCUSSION

1. RPU's customer base plays a major role in determining program offerings
2. Commercial customers represent 12% of the customers and 65% of the electric load
3. Historically, nearly half of RPU reported kWh savings resulted from Direct Installation Programs

Electric Meter Segments



Total Electric Load



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PROGRAM RFP'S

Requests for Proposals were issued in late October 2021 for three programs:

- a. Consultant Administered Direct Installation Services for Outdoor Lighting Program
- b. Consultant Administered Refrigerated Load Program
- c. Consultant Administered Small Business Direct Installation Program



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PROPOSAL EVALUATION CRITERIA

All proposals were evaluated on the following criteria:

- a. Qualifications (35%)
- b. Pricing (15%)
- c. Experience (Projects of similar size and scope) (25%)
- d. Professional References (15%)
- e. Scope of proposed work including the utilization of new technology not currently being offered by RPU (10%)



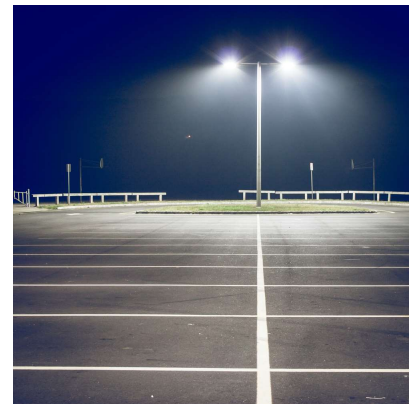
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OUTDOOR LIGHTING PROGRAM – RFP 2137

Outdoor Lighting Program:

1. Aimed at medium to large businesses with outdoor lighting
2. Site evaluations are conducted
3. LEDs and appropriate controls are installed by vendor
4. Lifetime expected cost = \$0.05/kWh saved



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OUTDOOR LIGHTING PROGRAM – RFP 2137

1. RFP No. 2137 was posted on the City's Online Bid System on October 25, 2021
2. Two vendors submitted proposals

Program	Proposer	Committee's Avg Rank	Pricing Rank	Overall Rank
Outdoor Lighting	Richard Heath & Assoc	820	135	955
Outdoor Lighting	Staples & Assoc	686.25	150	836.25



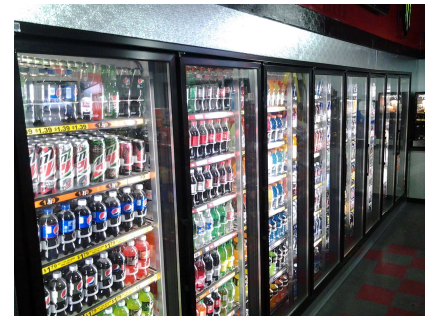
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REFRIGERATED LOAD PROGRAM – RFP 2138

Refrigerated Load Program:

1. Aimed at businesses with significant refrigerated food and beverages storage
2. Site evaluations are conducted
3. LED case lighting retrofits and high-efficiency motor upgrades
4. Lifetime expected cost = \$0.04/kWh saved



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REFRIGERATED LOAD PROGRAM – RFP 2138

1. RFP No. 2138 was posted on the City's Online Bid System on October 26, 2021
2. One vendor submitted a proposal

Program	Proposer	Committee's Avg Rank	Pricing Rank	Overall Rank
Refrigerated Load	Staples	707.5	150	857.5



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SMALL BUSINESS DIRECT INSTALLATION PROGRAM – RFP 2139

Small Business Program:

1. Aimed at small to medium businesses
2. Site evaluations are conducted
3. LEDs and other energy efficiency measures are installed by vendor
4. Lifetime expected cost = \$0.06/kWh saved



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SMALL BUSINESS DIRECT INSTALLATION PROGRAM – RFP 2139

1. RFP No. 2139 was posted on the City's Online Bid System on October 25, 2021
2. Two vendors submitted proposals

Program	Proposer	Committee's Avg Rank	Pricing Rank	Overall Rank
Small Business	Richard Heath & Assoc	962.5	150	1112.5
Small Business	Staples & Assoc	771.25	85	856.25



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STRATEGIC PLAN ALIGNMENT



Strategic Priority 4 - Environmental Stewardship

Cross-Cutting Threads



Community Trust



Fiscal Responsibility



Sustainability & Resiliency



Equity



Innovation



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RECOMMENDATIONS

That the City Council:

1. Approve a Professional Consultant Services Agreement from Request for Proposal No. 2137 for a Consultant Administered Direct Installation Services for Outdoor Lighting Program with Richard Heath and Associates, Inc., of Fresno, California for a three-year term with two optional one-year extensions, in the amount of \$1,250,000;
2. Approve a Professional Consultant Services Agreement from Request for Proposal No. 2138 for a Consultant Administered Refrigerated Load Program with Staples & Associates, Inc., of Bakersfield, California, for a three-year term with two optional one-year extensions, in the amount of \$250,000;
3. Approve a Professional Consultant Services Agreement from Request for Proposal No. 2139 for a Consultant Administered Direct Installation Services for Small Business Program with Richard Heath and Associates, Inc., of Fresno, California, for a three-year term with two optional one-year extensions, in the amount of \$1,250,000; and
4. Authorize the City Manager, or designee, to execute the Professional Consultant Services Agreements, including making minor and non-substantive changes to the agreements.



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