**CITY OF GAUTIER**
**MEMORANDUM**

**To:** Samantha Abell, City Manager

**From:** Cindy Steen, Purchasing Agent

**Through:** Cindy Russell

**Date:** December 12, 2013

**Subject:** Authorization to Approve Energy Services Contract

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**REQUEST:**
The Purchasing Division requests City Council approval of the Energy Services Contract submitted by McNeil Rhoads.

**BACKGROUND:**
Request for Proposals were advertised by the City of Gautier. The Purchasing Division received one proposal from McNeil Rhoads.

Scope of Work: this project seeks a broad range of services and capital improvements in order to reduce the consumption and related costs of energy use in the facilities. These services and capital improvements will be provided and financed through an energy services contract. Essential services and improvements sought are those that will reduce energy consumption in the City of Gautier's facilities, upgrade water metering system, improve building operations and maintenance, and aid in meeting environmental management responsibilities.

**DISCUSSION:**
The Purchasing Division requests authorization to enter into an agreement with McNeil Rhoads for the Energy Services Contract that will reduce energy consumption in the City. This project will conclude with a report that details self-funding improvement projects that will be brought back to Council for approval.

**RECOMMENDATION:**
There is no financial impact with this contact award. City staff recommends that City Council approve to enter into an agreement for the Energy Services Contract.

The City Council may:

1. Approve the Proposal.
2. Disapprove the Proposal.

**ATTACHMENT(S):**
Request for Proposal

MR

McNeil Rhoads

# Request for Proposal:

## City of Gautier
## Energy Services Contract

McNeil Rhoads
1003 Underwood Drive Flowood, MS 39232
Phone (601) 398-4836
www.mcneilrhoads.com

December 2, 2013

City of Gautier
3330 HWY 90
Gautier, MS 39553
RFP for Energy Services

Subject: **Response to Request for Proposal**
**City of Gautier Energy Services Contract**

Dear Mrs. Steen and City Administration:

Thank you for the opportunity to be considered for the City of Gautier's Energy Services Project. In accordance with the City's RFP requirements, this proposal will address many of the compelling reasons why we confidently believe McNeil Rhoads is best qualified for this project. The business relationship being proposed between McNeil Rhoads and the City of Gautier will benefit the city in that McNeil Rhoads is skilled in overseeing the project from beginning to end; including analysis of existing energy consumption, operational savings, meter application, program management, inventory management, procurement of material and implementation.

Here is a partial summary for your review:

- Our key personnel have developed and managed more than $130M in energy service projects in the state of Mississippi with multiple different energy reduction and metering technologies. This experience represents the majority of all energy service projects done in the state the last 5 years.
- McNeil Rhoads is the only firm providing energy services that is incorporated in the state of Mississippi. This allows all dollars invested in the project to stay in state. Our executive management is well known throughout the state of Mississippi for our efficient planning, rapid deployment, and high quality work.
- McNeil Rhoads is not a manufacturer of products which means the City of Gautier does not have to spend its savings dollars on manufacturing facilities or R&D when it partners with us for a project. Your savings support cost that are directly related to your project.
- McNeil Rhoads does not have the bureaucracy nor the overhead of many of the corporations performing this type of work which means a faster development and more value to the City of Gautier.

We look forward to the opportunity to be of service to the City of Gautier and welcome a long term partnership between us that will be a lasting benefit to the citizens of your great city.

Sincerely,

Dusty Rhoads
CEO

Chris McNeil
Senior VP of Operations

MR
McNeil Rhoads
1003 Underwood Drive
Flowood, MS 39232
601-398-4836
McNeilRhoads.com
Utility Distribution · Energy Services

# Cover Page

To: City of Gautier, Attention: Cindy Steen
RE: Response to RFP - Energy Services

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|---|---|
| Date: | December 2, 2013 |
| From: | McNeil Rhoads |
| Firm Name: | McNeil Rhoads |
| Address: | 1003 Underwood Drive |
| General Phone Number: | (601) 398-4836 |
| Contact Person: | Chris McNeil |
| Title: | Senior VP of Operations |
| Phone: | (601) 573-7130 |
| E-mail Address (if applicable): | chris@mcneilrhoads.com |
| Contact Person: | Dusty Rhoads |
| Title: | CEO |
| Phone: | (601) 573-5915 |
| E-mail Address (if applicable): | dusty@mcneilrhoads.com |

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# SECTION 1

Company Information

McNeil Rhoads is pleased to submit the following Request for Proposals response for the City of Gautier Energy Efficiency Project. First and foremost, McNeil Rhoads strives to submit a fully compliant response to this project, using the structure and format as established by the RFP document. The City of Gautier will find, herein, all the required forms as requested by the City of Gautier. In addition to the stated documentation required in the response, McNeil Rhoads would like to elaborate on the following in this response: ***Unmatched experience designing and implementing energy conservation projects with local governments in Mississippi.***

No other company has the executive staff that has implemented more energy conservation projects with cities and counties in Mississippi than McNeil Rhoads and no other company has the staff that has provided more economic benefit to their customers as a result of these projects. In fact of the $146M in energy & water infrastructure ESPC contracts performed with local governments in Mississippi over the last 5 years, the ownership team of McNeil Rhoads was responsible for the development of $143M of these projects. This creates an unparalleled knowledge base of not only the technical aspects of how a city is operated but how to work to get projects approved and funded by the State of Mississippi.

McNeil Rhoads is committed to helping our clients reduce not only reduce their energy cost but provide a holistic approach to infrastructure and operational optimization programs. Our firms personnel have led the development of the some of the largest energy and operational cost reduction programs in the region. McNeil Rhoads is uniquely positioned to be your energy solutions partner.

Over the last decade, many of the energy conservation & infrastructure projects performed in the southeastern US have been performed by corporate conglomerates which carry high overhead rates. This overhead not only makes projects much harder to cash flow but takes money off the table that could be put into the infrastructure of the client. Also, many of these firms are manufacturing firms that develop projects with the intent of selling product which in many cases may not be the best use of savings for the client. By utilizing McNeil Rhoads, clients can have the experienced personnel that have developed and implemented large scale energy programs but avoid paying very costly corporate overhead rates and be subject to product biases to obtain those services. This provides more improvements for the savings to the client and gives the taxpayers the maximum value on their investment.

### Firm Profile

In 2013, Chris McNeil and Dusty Rhoads founded the firm to provide cost effective energy services to clients in the state of Mississippi. Both of them have a track record of being the experts in the energy conservation and water infrastructure management business in the State of Mississippi. During their time of working together, for a Fortune 100 engineering conglomerate they developed and implemented over $150M in energy programs in the state. During that time though, they saw two key things that were not allowing the citizens of our state to maximize the benefits of these programs.