

**Corky Smith - Continued**

In addition to serving as lead counsel for McNeil Rhoads, Mr. Smith is a partner in Sims & Sims law firm with a focus on corporate intellectual property litigation and environmental legal proceedings. He also has extensive knowledge of ethics policies and governmental contract compliance.

Mr. Smith earned a B.A in History as well as a M.B.A from Mississippi State University. He completed law school at Mississippi College School of Law graduating as a Dean’s List Scholar with a Doctor of Jurisprudence. He is an active member of both the Mississippi and Alabama Bar Association.

**Nathan Mothershead, EIT, EMIT, LEED AP  
Project Developer**

Nathan is an experienced professional of the energy engineering trade. Nathan has been in the mechanical engineering arena his entire life since his family owns one of the largest mechanical construction firms in the southeast.

Prior to partnering with us as a Project Developer, Nathan worked for a global Fortune 100 engineering firm developing performance based contracts in the southeastern US. His experiences included the design of a very complex chilled water distribution plant as well as several automated metering projects that included over 100,000 points total. He is considered a well rounded expert in the project development field.

Nathan graduated with a B.S. in Mechanical Engineering with a minor in Mathematics and Statistics from Mississippi State University. He is a member of the Association of Energy Engineers and ASHRAE.

**References**

As previously mentioned, the founding members of McNeil Rhoads were personally responsible for the development of close to \$150M in energy service projects in the state of Mississippi over the last 5 years. It is important when the City of Gautier reviews reference projects that references be of work that was performed by the members that will support the City of Gautier project because the people are the most important aspect of any project. McNeil Rhoads would encourage you to reach out to any of the below clients to hear about the results they had from work with Chris and Dusty.

Client	Project Amount	Improvements	Year	Estimated Annual Savings	Contact	Telephone
City of Jackson	\$3,992,047	Traffic Lights, Lighting, Energy Management System, Water Conservation, Mechanical Upgrades	2012	\$345,234	Jerriot Smash Energy Coordinator	601-960-2367
DeSoto County Board of Supervisors	\$6,215,556	Lighting, Water Conservation, Energy Management System, New Chilled Water Plant	2012	\$437,326	Tony Martin Facilities Director	662-404-3859



Client	Project Amount	Improvements	Year	Estimated Annual Savings	Contact	Telephone
DeSoto County Convention & Visitor's Bureau	\$1,379,279	Interior Lighting, Water Conservation, Energy Mangement System, Sports lighting, Chilled Water Optimization	2012	\$97,403	Todd Mastry General Manager	901-301-4565
Hollandale School District	\$1,309,038	Lighting, Energy Management Systems, HVAC Upgrade	2012	\$118,080	James Johnson Superintendent	662-827-2276
City of Southaven	\$2,549,181	Lighting, Water Conservation, Energy Management System, Chiller Replacements	2013	\$197,748	Chris Wilson CAO	901-246-0896
City of West Point	\$5,873,336	Water & Electric Meter Replacement, Lighting, Energy Management System	2013	\$448,998	Randy Jones CAO	662-524-0039
City of Fulton	\$3,211,039	Water & Gas Meter Replacement, Lighting	2013	\$249,843	Andy Graham PW Director	662-862-4929
City of Vicksburg	\$7,642,827	Water & Gas Meter Replacement, Lighting, Energy Management System, Street Lighting	2013	\$181,790	Walter Osborne City Clerk	601-634-4553
Washington County BOS	\$940,492	Lighting, Water Conservation, Energy Management System, HVAC Replacement	2013	\$95,059	Mark Hooker County Engineer	662-334-1865
City of Crystal Springs	\$1,922,740	Water Meter Replacement	2014	\$64,814	Sally Garland Mayor	601-892-1210
City of Jackson (Water Meter Project)	\$90,983,106	Water Meter Replacement, Sewer Line Repairs, Water Treatment Plant Upgrades, Billing System Improvements	2015	\$7,190,541	Jerriot Smash Energy Coordinator	601-960-2367
City of Columbus	\$418,544	Lighting, Energy Management System	2013	\$74,587	Todd Gale General Manager	662-243-7410
Columbus Light & Water	\$3,060,190	Water Meter Replacement, Lighting, Energy Management System	2013	\$287,387	Todd Gale General Manager	662-243-7410



# SECTION

General Approach

# 2

## 1. General Approach

### 1.1 Project Summary (not to exceed 5 pages)

Summarize the Scope of Services (design, financial, operations, maintenance, training, etc.) that would be offered by your firm for this project. Please include a brief description of your firm's Approach to Project Management and the Specific Benefits to the City of Gautier.

McNeil Rhoads provides a full range of energy services for our clients. Our Cycle of Services is a continuum of facility offerings that commences with system design and development and continues through to facility management. Our integrated delivery of services is designed to offer the best solutions for our clients. This approach to projects is truly the essence of energy services. McNeil Rhoads's range of energy and utility management services that are available to our clients include the following:



**Facility Auditing:** Facility auditing consists of several steps designed to strategically focus on initiatives that have a high probability of energy savings success; minimizing audit costs, maximizing energy savings, and maximizing outside funding for our clients. McNeil Rhoads can provide these services with our in-house and local team.

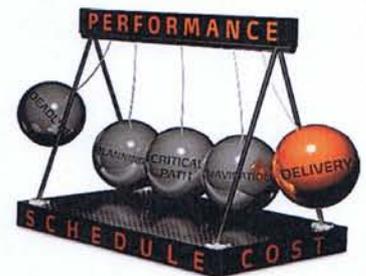
**Project and Plan Design Development:** McNeil Rhoads is committed to providing the highest level of service to our clients and to creating innovative and cost efficient solutions to the design challenges throughout the plan and design development stage. McNeil Rhoads can provide these services with our in-house and local team.

**Construction Expertise:** McNeil Rhoads's experience enables our energy service teams to successfully complete projects for our clients. Our construction managers all have multi-discipline construction experience in all trades. McNeil Rhoads can provide these services with our in-house and local team.



**Monitoring and Performance Assurance:** McNeil Rhoads has a Measurement and Verification team that uses the latest remote monitoring technologies and web-based services to enable the flow of data and information from and to our clients. Dependent on our client needs, we provide the equipment and training as part of our energy service projects to the owner and staff so that they can carry out an ongoing program with their own resources. McNeil Rhoads can provide these services with our in-house and local team.

**Operations and Maintenance:** McNeil Rhoads has positioned its service and maintenance capability as one of its key components in its integrated delivery platform. Our team ensures that our client's facilities are well maintained and that the systems operate efficiently. McNeil Rhoads offers a wide range of services including 24-hour emergency service, maintenance and operation programs, remote monitoring and site engineering options. We are capable of supporting owners O&M needs at all levels. McNeil Rhoads can provide these services with our in-house and local team.



**Commissioning:** One of the most critical areas of focus for installed measures falls into the area of start up and commissioning. The best of installations and construction processes can often fall short of meeting



the clients' objectives unless a thorough and well-managed commissioning process is implemented. McNeil Rhoads can provide these services with our in-house and local team.

**Owner Training:** Well-trained facilities staff has a direct correlation on insuring that annual savings are achieved, occupant comfort is maintained, and equipment life extended. We provide full training capabilities to help accentuate your staff's knowledge. McNeil Rhoads employs highly skilled tradesmen with successful and established track records of providing training services throughout the state. McNeil Rhoads can provide these services with our in-house and local team.



**Financing:** For our clients, McNeil Rhoads can fully fund all of the resulting energy and utility measures to be installed by tailoring the best financing options. McNeil Rhoads has the experience, expertise, and resources to secure these funds better than any other entity in Mississippi. Securing low interest funding through the State of Mississippi, requires significant financial knowledge and an extensive application process. We will bring this knowledge and dedication to find the best source of funding support for our clients. Because of our knowledge of the Mississippi energy marketplace, we know the programs at the state level to bring to our clients not the local level. We will include ALL fees that the client will encounter in our cash flows. We strive to never over promise, but rather use slightly conservative assumptions and deliver more on what is included in our analysis.

**Approach to Management:** McNeil Rhoads is not owned by a national concern which allows us to remain vendor and product neutral. This approach gives us the ability to truly seek out the best solutions for our clients without corporate pressure to sell a product or service like some of our competitors. Our organizational structure and management approach is simply committed to ensuring that the most successful development and installation of projects deliver high system performance, improved operations, enhanced standards of comfort, on-going performance assurance, and guaranteed occupant satisfaction.



**Project Management Approach:** The principal executives at McNeil Rhoads has managed the development and installation of over \$143 million worth of building systems and water infrastructure in the state of Mississippi alone. This experience is a tremendous asset to developing and delivering projects on time, within scope, and on budget. McNeil Rhoads uses a combination of people and processes to manage every project. Our first priority is to have the right people assigned to the project. These include tenured and experienced staff that can use their experience to minimize any impacts to the key performance indicators of the project. McNeil Rhoads strongly believes that a successful project requires specific skills and that not every Project Manager can successfully manage this process. The roles and responsibilities of our staff are designed to match the flow of the integrated delivery project process.





All of our project development and construction management staff utilizes industry-standard scheduling tools (i.e., Microsoft Project) to formulate schedules. McNeil Rhoads will develop a construction work plan that details all of the major tasks associated with construction and includes information such as: the required completion date for each task, the status of each task, the responsible party, potential risks, and proactive measures taken to mitigate and minimize possible risks. Updates to the construction schedule and budget are done weekly and reviewed with the client to ensure the project is tracking to the planned path. Any deviations are noted and a plan is devised to minimize project impact. Every energy project we have worked on in Mississippi has incorporated this process and all have come in under budget, without major scope changes. The vast majority of energy projects McNeil Rhoads executive staff has completed are performed in occupied buildings, often in congested urban areas. Work on projects of this nature requires special consideration when construction begins. Prior to mobilization to site, we have a pre-construction meeting to discuss safety, mobilization, construction staging, site access, vehicular circulation, pedestrian circulation, noise, and other similar concerns. The results of this meeting are then incorporated into our construction work plans and site-specific safety plans. Our construction process for typical energy measures often requires little to no lay down area and is designed around a simple goal of minimizing impact to the ultimate end user, the building occupant.

**Risk Mitigation:** McNeil Rhoads starts every project with a kick-off meeting that outlines the process steps, the deliverables, and the risks that are associated with energy program development. Areas that will be addressed thoroughly with our customers include: energy savings calculations using a holistic approach that recognizes the interactive effect of measures being installed, utility rebates and outside funding sources, the GMAX pricing structure, McNeil Rhoads’s open book pricing format, financing the project, maintenance recommendations, labor cost concerns of facilities, use of contingency funds,, and commissioning of the project. Ensuring that all of the client’s requirements with the above items are addressed up front minimizes risk for the remainder of the project.



**Engineering Design:** Our effort during design is focused on providing the necessary evaluation and information needed for the staff to make timely and correct decisions around sustainable and energy efficient scenarios. McNeil Rhoads provides significant engineering knowledge related to designing utility and energy conservation measures. This knowledge can be leveraged to lead the integrated design team and is powered by our depth of highly skilled staff and by our unique position in the energy services industry in Mississippi. The following outlines basic elements of the design services McNeil Rhoads incorporates throughout our internal process:



**1. Scope Control** - In order to control the design scope for the project, we use a team approach consisting of an Engineer, Estimator, and Construction Manager. At the beginning of the schematic design process, we produce a flowchart describing the decision process for all design issues. This flowchart, which includes client and other shareholders input, then becomes a weekly design-scheduling tool.

**2. Design Criteria** - The schematic design process requires investigation of not only the applicable system options, but also a wide range of information about each option. We will provide the client with the following information in order to make the correct system choice: Design on applicable system options, IAQ Assessment, Structural Impacts and Trade-Offs, General Construction Considerations, Installation Cost (\$/s.f.), and Annual O&M and Utility Expense (\$/s.f.).



**3. Pre-Construction** - At McNeil Rhoads, we have a corporate commitment to provide quality professional design and pre-construction services. The goal in our efforts is to provide the analysis required to deliver clear and concise value driven options to our clients in order to achieve the best possible results for their construction dollars. To ensure maximization on each of our projects, we develop a pre-construction flowchart with the milestones for decisions laid out before the start of design.

**4. Quality Control** - McNeil Rhoads has spent nearly 50 years earning a reputation of taking pride in the final construction product and the design and pre-construction services offered early in the project. Our engineering group has built in checks and balances through a detailed review process that includes the Senior Design Engineer and the Director of Engineering. The Director of Engineering approves every project prior to receiving a stamp for construction.

**5. Document Control** - Our Senior Engineer assigned to the project works closely with the client and Construction Manager to coordinate milestone dates for the documents. In this way, there is continuity of drawing dates and revisions up

