

**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

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 contract 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
Page 12 of 139

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:

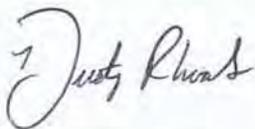
Thank you for the opportunity to be considered for the City of Gautier's Energy Services Project. In accordance with the City's RFP requirements, this proposal will address many of the compelling reasons why we confidently believe McNeil Rhoads is best qualified for this project. The business relationship 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



1003 UNDERWOOD DRIVE 601-398-4836
FLOWOOD, MS 39232 MCNEILRHOADS.COM

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Cover Page

To: City of Gautier, Attention: Cindy Steen

RE: Response to RFP - Energy Services

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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Table of Contents



Tab 1:

Page 3 Company Information

Tab 2:

Page 4 General Approach

Tab 3:

Page 13 Site Specific

SECTION

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.





1. **Corporate Cost** - Many of the firms performing energy service programs in Mississippi are corporations which carry very heavy overhead rates. This means there is money that is leaving the local entity to support functions that the entity does not get to benefit from. With McNeil Rhoads, 100% of your savings dollars stay in our state and are invested in the communities which partner with us.
2. **Product Biases** - Besides having corporate expenses, many of the proposing firms carry product biases for all improvements in facilities. This leads to design recommendations that may not necessarily be cost effective but simply put more product in the project. This leads to less benefit to the tax payers. With McNeil Rhoads, the City of Gautier can always expect an honest response on engineering and design data when it comes to products.

With these market trends taken into account, McNeil Rhoads was formed to provide our clients with the best technical knowledge of any firm in the State of Mississippi while being cost effective to provide the maximum return on investment for the City of Gautier. McNeil Rhoads provides a full range of services and solutions to implement turn-key holistic infrastructure improvement projects.

Infrastructure Analysis & Consulting

The key to any successful operation is having a plan to be efficient and implementing that plan with precision. When a client chooses to partner with McNeil Rhoads, the foundation for a great program is the audit and planning during development which is where we pay attention to every detail. By starting with a great plan it leads to a better construction project and the best results long term for the client.

1. Energy Management Planning
2. Water Conservation Management
3. Sustainability Consulting
4. Infrastructure Master Planning
5. Energy & Operational Reduction Project Development
6. Government Program Management





High Performance Buildings

McNeil Rhoads understands how building systems work together and how a network of buildings working together can provide tremendous cost savings to the client. Our personnel have experience with almost any age and design building and their energy consuming systems and devices.

1. Lighting Retrofits

Lighting system re-designs, retrofits, and replacements will be a major part of most energy savings performance contracts. Lighting is the most apparent of the energy using systems in facilities and has a considerable effect on perceived quality, appearance, operating performance, and operating costs. Effective and economical lighting solutions will contribute substantially to the project's success.

McNeil Rhoads lighting solutions include:

1. Interior and exterior lighting replacement and/or retrofits
2. Lighting control improvements
3. Occupancy Sensors
4. LED exit sign, interior and exterior installation
5. Daylighting controls/Daylight harvesting

2. Energy Management Control Systems

McNeil Rhoads can provide you with an energy management control system that is functional and tailored for the City of Gautier. Energy Management Systems are great tools to use on the enterprise management level of facilities. However, unlike our competitors we strive to simplify the systems to maximize the savings without the need for excess products or equipment. Some of the optimization strategies include the following:

- Night Time Setback
- Demand Control Ventilation
- Staged Starts
- Occupancy based control

3. Water Conservation Program

McNeil Rhoads provides expertise in improving buildings by increasing efficiency in water system components and efficiency in water usage, both in domestic water systems and HVAC systems. Clean



water sources, supply and cost are issues throughout the world, now and increasingly in the future. Some of the areas for implementation of water technologies include the following:

- Domestic use in bathrooms by faucets, water closets, urinals, showers and baths
- Low volume water closets
- Low flow showerheads and faucet laminar flow restrictors
- Cooling tower make-up water
- Condenser cooling for air conditions, chillers, refrigeration compressors
- Compressor cooling
- Floor and equipment washing
- Boiler make-up water and steam trap losses
- Kitchen use and dishwashers
- Swimming pool water consumption control techniques

4. HVAC Replacements

McNeil Rhoads evaluates and determines the most effective strategy to employ with respect to your facility's major mechanical systems. The following equipment may be modified, replaced, repaired, or optimized, based on such factors as condition, performance and reliability:

- Split Systems
- Package Units
- Compressed Air Systems
- Air Handlers
- Hot Water Heaters
- Boilers

5. Building Envelope Improvements

Energy conservation savings measures that are less frequently utilized but should be included in a comprehensive program include building envelope/weatherization modifications such as:

- Improved weatherization with more efficient insulation
- Window replacements
- New roofing materials
- Electric peak-shaving systems
- Electrical power system improvements

6. Building Maintenance Operations Cost Optimization

Through discussions with your facilities services staff and site inspections, McNeil Rhoads development team will determine the most effective strategy to employ with respect to the following:

- Service Programs
- Capital Expenditure Plans
- Personnel Management and Training
- Organizational Structure Flow
- Staffing Standards

Water Systems

One of the biggest challenges to municipal clients is their failing water system infrastructure and lack of funding to fix these problems. Our team has had the experience developing many of the largest water system optimization programs implemented in Mississippi which includes the largest water system ESPC contract in US history.

