

REQUEST FOR PROPOSAL
COUNTY OF LACKAWANNA
ENERGY MANAGEMENT AND PROCUREMENT SERVICES

Introduction

The County of Lackawanna is seeking proposals from qualified firms/individuals to provide energy consultancy and management services related to the procurement and delivery of electricity and natural gas for its facilities. The proposal will also include consulting services related to energy conservation and alternative energy options available to Lackawanna County.

The successful proposal shall aid the County of Lackawanna in identifying operational savings through the procurement of energy.

Length of Contract

A maximum four (4) year contract with an optional one (1) year extension in accordance with the terms, conditions, and specifications in this Request for Proposal (RFP) will be awarded to the successful bidder.

Scope of Services

The successful respondent shall serve as the broker of record for the procurement of energy services on behalf of the County of Lackawanna. These services will coincide with the expiration of existing energy contracts. The delivery of service shall include all County facilities, including, but not limited to, the Government Center, Health Care Center, Prison, Emergency Services Center, Courthouse, Gateway Center, Children's Library, Criminal Justice Center, and Public Works and other facilities for which the County is directly responsible.

The Scope of Services shall include, but not be limited to, the following:

- A. Address current and anticipated future consumption patterns (including new construction, infrastructure enhancements, energy efficiency measures and programs).
- B. Provide timely and accurate market knowledge and insight in Pennsylvania electricity and natural gas markets.
- C. Review all current electric and natural gas agreements and invoices.
- D. Determine a procurement strategy. Provide market information in support of procurement decisions and timing. Guide the County in executing purchase agreements.
- E. Quantify and communicate the risks and benefits of various product types.

- F. Prepare formal Request for Proposals (RFP) on behalf of the County for natural gas and electric accounts to all major suppliers in the Pennsylvania market, with a focus on identifying the best product offering and the timing of purchases.
- G. Work closely with the County to compile and analyze pertinent information to evaluate maximum energy cost savings and use optimization.
- H. Present a savings analysis and proposal to the County of Lackawanna once supplier pricing has been obtained.
- I. Meet with County staff to review electric and natural gas bids/offers/proposals and to verify references, financial stability, fees, and terms.
- J. Provide recommendations in the selection of qualified respondents.
- K. Secure contracts from select energy providers for presentation to and approval by the County of Lackawanna.
- L. Review County related energy information with a focus on energy cost savings and to uncover market opportunities.

General Requirements

- A. All work performed by the Consultant shall be reviewed and approved by duly licensed professionals.
- B. The Consultant shall certify to the County that it meets all applicable local, state, and federal requirements regarding employment and professional standards.
- C. The Consultant shall be responsible for the integrity of all work required by this Request for Proposal.
- D. This Request for Proposal and the Consultant's proposal shall be considered a part of the project Agreement.

Qualifications

In addition to the ability to perform the above, all respondents shall meet the following minimum requirements:

- E. Is authorized to do business in the Commonwealth of Pennsylvania.
- F. Has the capability to provide the full scope of services described herein.

- G. Has never, at any time, been suspended, debarred, declared ineligible, or voluntarily excluded by the Department of Housing and Urban Development, the Department of Justice, the General Services Administration, the Internal Revenue Service, or any other federal agency or the Federal Government, and/or the Pennsylvania Department of Labor and Industry or any other state agency or the Commonwealth of Pennsylvania.

Failure to meet any of the foregoing qualifications is considered a material defect and shall result in the disqualification of the Respondent.

Proposal Requirements

General - Proposals shall be submitted on the company letterhead and signed by the owner or executive officer of the firm. Interested firms should have at least five (5) years' experience.

Executive Summary - Provide a brief non-technical overview of the Respondent's business including the range of services offered. Respondents should demonstrate how and why their services meet the County's needs and qualification requirements.

Company Profile - Provide a history of the business and key staff to be involved in all aspects of the utility brokerage process. This shall include both the company's history providing utility brokerage services generally as well as its experience providing such services for counties and other public entities.

Proposed Fee - Respondents must specify their proposed fee for the performance of all related services.

Proposal Review

All proposals will be reviewed by committee accordance with the County's evaluation criteria, which is based on the following table:

Categories	(Weighting, Maximum Points)
Qualifications and experience	30
Experience providing utility brokerage services to counties	30
Capability to provide the full scope of requested services	20
Reasonableness of proposed fee(s)	20
TOTAL	100

References

Please provide the name and contact information of three references for which the firm provided utility brokerage services.

Other Information

Any additional information considered pertinent should be included as addenda to the submission.

Insurance

The vendor shall carry, in a solvent company authorized to do business in the Commonwealth of Pennsylvania: (a) Commercial Auto Insurance in amount of \$1,000,000.00 single limit bodily injury/ property damage;(b) Workmen's Compensation Insurance, as required by the Commonwealth of Pennsylvania, for vendor's employees in the performance of the Contract; (c) General Liability Insurance covering vendor and its employees in the amount of \$1,000,000.00 single limit bodily injury/property damage including Products Liability.

Concurrent with the execution of the Contract, the Vendor shall provide proof of insurance coverage by providing a certificate of Vendor's insurance coverage, a copy of the declaration page of the insurance policy, and a copy of all endorsements applicable to the insurance required herein. The certificates of insurance, or endorsements attached thereto, shall provide that (a) the insurance coverage shall not be cancelled, changed in coverage, or reduced in limits without at least thirty (30) days prior written notice to the Lackawanna County Risk Management Deputy Director, (b) the County is named as additional insured, (c) the limits of liability required therein are on an occurrence basis, (d) the policy shall be endorsed with a severability of interest or cross-liability endorsement against whom a claim is or may be made in a manner as though a separate policy had been written for each insured or additional insured: however, nothing contained herein shall act to increase the limits of liability of the insurance company, and (e) Vendor's insurance shall apply separately to each insured against whom claims are made or suit is brought, except with respect to the limit of the insurance liability.

Proposals

Proposals submitted to the County of Lackawanna shall also include the following:

A statement of assurance will be provided that the prospective firm/individual is not currently in violation of any regulatory rules and regulations that may have any impact on its operations.

A statement that the prospective firm/individual is not involved in any current litigation with the County of Lackawanna or its component units.

Proposals will be confidential until the Brokerage Services firm/individual is selected, and a contract is executed. A recommendation for the award shall be submitted to the Chief of Staff and Board of Commissioners for approval.

Questions and Addenda

Any questions regarding this RFP shall be directed to David M. Bulzoni, Chief Financial Officer, by phone 570-963-6822 or by email at bulzonid@lackawannacounty.org. The questions will be answered within 48 hours of submittal.

If at any time this RFP requires revision, an amendment will be posted to the County's Website. It is the responsibility of the vendor to monitor the website for any amendments.

Submission of Proposals

All proposals must be either hand delivered or mailed to the Office of the Chief of Staff, Lackawanna County, Government Center, 6th Floor, 123 Wyoming Avenue, Scranton, PA 18503. Proposals **will not be accepted** by email. The County of Lackawanna will require Four (4) copies of this proposal which should be placed in a sealed envelope and marked "County of Lackawanna, Energy Management and Procurement Services." All proposals are due by May 31, 2023, at 3:00 P.M. Any proposal received after the above-mentioned time and date **will not be accepted**. Prospective firms/individuals will not contact elected or appointed officials within the County of Lackawanna or its component units to advance the consideration of a proposal. Such contact will be considered a ground for disqualification.

The right to reject any and all proposals is hereby reserved by Lackawanna County.