



## CITY OF ATLANTA

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Mayor

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DEPARTMENT OF PROCUREMENT  
Adam L. Smith, Esq., CPPO, CPPB, CPPM, CPP  
CIPC, CISCC, CIGPM  
Chief Procurement Officer  
[asmith@atlantaga.gov](mailto:asmith@atlantaga.gov)

July 6, 2015

Dear Potential Proponents:

**Re: FC-8047, Energy Service Performance Initiatives**

Attached is one (1) copy of **Addendum Number 6**, which is hereby made a part of the above-referenced project.

For additional information, please contact Krista A. Morrison, Esq., at (404) 865-8709 or by email at [kamorrison@atlantaga.gov](mailto:kamorrison@atlantaga.gov).

Sincerely,

  
Adam L. Smith

ALS/kam



**FC-8047, Energy Service Performance Initiatives**

**Addendum No. 6**

**July 6, 2015**

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**ADDENDUM NO. 6**

This Addendum No. 6 forms a part of the Request for Proposals and modifies the original solicitation package and any prior Addenda as noted below and is issued to incorporate the following:

- **Revised Cost Proposal Attachments C-1, C-2, D, E and F, to be provided electronically:** An Excel workbook containing **Attachment C-1: Project Installation Cost Form, Attachment C-2: Post-Installation First Year Project Services Cost Form, Attachment D: Implementation Cost by Energy Conservation Measure, Attachment E: Form of First Year Estimated Annual Cost Savings by ECM, and Attachment F: Form of GESPC Cash Flow Summary** will be provided via email to all Plan Holders of Record; and
- **Additional Required Electronic Submittal of Cost Proposal Attachments:** Proponents must also include the completed Attachments C-1, C-2, D, E and F, in unprotected Excel format, with the digital version of their proposals submitted on CD. In the event of a discrepancy between proponents' Excel format Attachments and proponents' hard copy Attachments, the hard copy will govern.

**The Proposal due date has NOT been modified and Proposals are due on Wednesday, July 22, 2015 and should be time stamped in no later than 2:00 P.M. EST and delivered to the address listed below:**

Adam L. Smith, Esq., CPPO, CPPB, CPPM,  
CPP, CIPC, CISCC, CIGPM  
Chief Procurement Officer  
Department of Procurement  
55 Trinity Avenue, S. W.  
City Hall South, Suite 1900  
Atlanta, Georgia 30303

**\*\*All other pertinent information is to remain unchanged\*\***

**Acknowledgment of Addendum No. 6**

**Proponents must sign below and return this form with Proposal response to the Department of Procurement.**

Proponents must sign below and return this form with Proposal to the Department of Procurement, 55 Trinity Avenue, City Hall South, Suite 1900, Atlanta, Georgia 30303 as acknowledgment of receipt of this Addendum.

This is to acknowledge receipt of **FC-8047, Energy Service Performance Initiatives Addendum No. 6** on this the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

\_\_\_\_\_  
Legal Company Name of Proponent

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

Attachment C-1 - Revised per Addendum No. 6

Attachment C-1 - Project Installation Cost Form

Project Name:		Date Submitted:
ESP(s) Name:		
Submittal and Group (A, B, C) Identifier:		
<b>HARD COSTS</b>		<b>\$ Amount</b>
Furnish and Install all ECMs		\$0
Contingency (enter percentage)	0%	\$0
<b>SUBTOTAL HARD COSTS</b>		<b>\$0</b>
<b>SERVICE FEES</b>		<b>Percent of Hard Costs</b>
		<b>\$ Amount</b>
Performance and Payment Bonds		0.00%
Permitting		0.00%
Engineering, Design and Specification		0.00%
Project Management		0.00%
Onsite Construction Supervision		0.00%
Construction Period Operations and Maintenance (O&M)		0.00%
Cost of Guarantee Instrument		0.00%
Start-up and Commissioning		0.00%
Training		0.00%
Construction Period Measurement and Verification (M&V)		0.00%
Other (please clarify)		0.00%
<b>SUBTOTAL SERVICE FEES</b>		<b>\$0</b>
<b>SUBTOTAL HARD COSTS + SERVICE FEES</b>		<b>\$0</b>
Overhead and General Conditions		0.00%
Profit		0.00%
<b>SUBTOTAL OVERHEAD, PROFIT</b>		<b>\$0</b>
Third-party Incentives (negative number)		
<b>TOTAL PROJECT COST</b>		<b>\$0</b>

Notes:

Total Project costs should match Total Implemented ECM Cost from Attachment D - "Implementation Cost by Energy Conservation Measure"

Attachment C-2 - Revised per Addendum No. 6

Attachment C-2 - Post-Installation First Year Project Services Cost Form

Project Name:	Date Submitted:
ESP(s): Name:	
Submittal and Group (A, B, C) Identifier	

ECM	M&V	IPMVP Option	O&M	Repair / Replacement	Training	Contract Management	Other	Total	Comments and Clarifications
	\$	(A,B,C,D)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	
ECM 1								\$ -	
ECM 2								\$ -	
ECM 3								\$ -	
ECM 4								\$ -	
ECM 5								\$ -	
ECM 6								\$ -	
ECM 7								\$ -	
ECM 8								\$ -	
ECM 9								\$ -	
ECM 10								\$ -	
ECM 11								\$ -	
ECM 12								\$ -	
ECM 13								\$ -	
ECM 14								\$ -	
ECM 15								\$ -	
ECM 16								\$ -	
ECM 17								\$ -	
ECM 18								\$ -	
ECM 19								\$ -	
ECM 20								\$ -	
ECM 21								\$ -	
ECM 22								\$ -	
ECM 23								\$ -	
ECM 24								\$ -	
ECM 25								\$ -	
<b>TOTAL</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

Notes:

ECM numbers should correspond with ECM list from Attachment D - "Implementation Costs by Energy Conservation Measure"

Attachment D - Revised per Addendum No. 6

**Attachment D - Implementation Cost by Energy Conservation Measure**

Project Name:	Date Submitted:
ESP(s): Name:	
Submittal and Group (A, B, C) Identifier	

ECM	Description	ECM Installation Cost (\$)	Savings (\$)	Simple Payback (years)	Expected Service Life (years)
ECM 1					
ECM 2					
ECM 3					
ECM 4					
ECM 5					
ECM 6					
ECM 7					
ECM 8					
ECM 9					
ECM 10					
ECM 11					
ECM 12					
ECM 13					
ECM 14					
ECM 15					
ECM 16					
ECM 17					
ECM 18					
ECM 19					
ECM 20					
ECM 21					
ECM 22					
ECM 23					
ECM 24					
ECM 25					
<b>TOTALS</b>		\$ -	\$ -	\$ -	\$ -

Notes:

Only include ECMs from the sample premises in the Preliminary Technical Audit

Includes Hard Costs and proportional amount of Service Fees, and overhead and profit

Attachment E - Form of **First Year** Estimated Annual Cost Savings by ECM

Project Name:	Date Submitted:
ESP(s): Name:	
Submittal and Group (A, B, C) Identifier	

ECM	Electric							Natural Gas			Other			Water			Total Savings		
	Baseline Consumption	Electric Energy Savings	Electric Cost Savings	Baseline Consumption	Electric Demand Savings	Demand Cost Savings	Total Annual Electric Cost Savings	Baseline Consumption	Natural Gas Savings	Natural Gas Cost Savings	Baseline Consumption	Consumption Savings	Cost Savings	Baseline Consumption	Water Savings	Water Cost Savings	Total Utility Cost Savings	O&M Savings	Estimated First Year Cost Savings
	(kWh)	(kWh)	(\$)	(kW)	(kW)	(\$)	(\$)	(therms)	(therms)	(\$)	(units)	(units)	(\$)	(kgal)	(kgal)	(\$)	(\$)	(\$)	(\$)
ECM 1																			
ECM 2																			
ECM 3																			
ECM 4																			
ECM 5																			
ECM 6																			
ECM 7																			
ECM 8																			
ECM 9																			
ECM 10																			
ECM 11																			
ECM 12																			
ECM 13																			
ECM 14																			
ECM 15																			
ECM 16																			
ECM 17																			
ECM 18																			
ECM 19																			
ECM 20																			
ECM 21																			
ECM 22																			
ECM 23																			
ECM 24																			
ECM 25																			
<b>TOTALS</b>																			

Notes:

Only include ECMs from the sample premises in the Preliminary Technical Audit

Baseline figures are for ECM savings calculation purposes and are not intended to imply an M&V method, but instead relative savings

Total savings from ECMs should match those shown in Attachment F "GESPC Cash Flow Summary

Attachment F - Revised per Addendum No. 6

Attachment F - Form of GESPC Cash Flow Summary

Project Name:	Date Submitted:
ESP(s): Name:	
Submittal and Group (A, B, C) Identifier	

Total Project Cost <sup>1</sup>	
Annual Interest Rate	
Finance Term	15
Construction Period (months)	
Guaranteed Savings to	
Projected Savings Ratio	

Escalation Rates - Utilities	2%
Escalation Rates - O&M Savings	
Escalation Rate - Continuing Services	
Escalation Rate - ECM Installation	

Year <sup>2</sup>	SAVINGS					PAYMENTS		TOTAL	
	Utility Savings <sup>3</sup>	O&M Savings	Incentives and Rebates	Total Projected Savings	Total Guaranteed Savings	ECM Continuing Services Payments <sup>4</sup>	ECM Installation Payments <sup>5</sup>	Total Payments	Net Cash Flow <sup>6</sup>
1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
8	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
13	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
14	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

- Notes:
- Only include ECMs from the sample premises in the Preliminary Technical Audit
  1. Total Project Cost much match the Total Project Cost on Attachment C-1 "Project Installation Cost Form"
  2. Year 1 is the first full year of post-construction performance
  3. Includes electricity, natural gas, water/sewer, and other utilities as shown on Attachment E - "Form of First Year Annual Estimated Cost Savings by ECM"
  4. Includes M&V, contract management, maintenance, training, etc. as per Attachment C-2 "Post Installation First Year Project Services Cost Form"
  5. ECM Installation Payments must be allocated on a straight-line basis over the Contract Term for Verified Savings
  6. Net Cash Flow cannot be negative for any year; positive cash flow from one year cannot help make-up another year's shortfall