

REQUEST FOR QUALIFICATIONS

**For Guaranteed Energy Savings Contracting Services
Hale County, Alabama**

PROPOSALS DUE ON OR BEFORE 3 PM, AUGUST 25, 2025

Contact:

Judge David Parker, Chairman, Hale County Commission
1001 Main Street, Suite 396
PO Box 396
Greensboro AL 36744
Phone: 334-624-4257

REQUEST FOR PROPOSALS
For
Guaranteed Energy Savings Contract Services

1. INTRODUCTION

Hale County, Alabama is located in West Alabama.

2. BACKGROUND

HALE COUNTY is seeking proposals from experienced Energy Services Companies (ESCOs) to develop Guaranteed Energy Savings Contract(s) to implement potential energy/utility/operational cost saving measures and related facility improvement measures.

HALE COUNTY is considering procurement of ESCO services primarily to construct and commission various energy and water cost savings measures and related facility improvements (Measures) in order to reduce utility and operating costs while addressing various infrastructure needs.

The intent of this document is to determine the cost of services of ESCOs to provide energy conservation and related facility improvement services to HALE COUNTY. Completing and submitting the data requested in this RFP should provide the required information needed to evaluate and identify suitable ESCO(s) as partner(s) potentially to address HALE COUNTY's energy efficiency and infrastructure needs at the appropriate time.

3. CONSIDERATIONS

ESCOs (Proposers) need to note the below items that describe some of HALE COUNTY requirements and intent with respect to development and execution of a potential guaranteed energy savings contract.

- a. Scope for a potential guaranteed energy savings contract would primarily be from a list of Measures that would be identified through an investment grade audit by selected ESCO and approved by HALE COUNTY.
- b. HALE COUNTY will require ESCO(s) to obtain at a minimum of three (3) prices for construction (all materials and labor) for each Measure through competitive bidding. If any of the construction work would be performed by the ESCO's employees or needs to be sole sourced, a detailed breakdown of labor and material costs will be required for HALE COUNTY review and approval. HALE COUNTY reserves the right to accept or reject any bids or request rebidding based on pricing and/or engineering aspects. HALE COUNTY may require ESCO(s) to deliver Performance Bonds, Labor, and Material Payment Bonds before starting any construction work. Bonding costs may need to be identified separately.
- c. **FINANCING** – HALE COUNTY requires the selected ESCO to provide financing directly under a monthly installment plan where HALE COUNTY pays the ESCO directly for guaranteed energy savings contract and related services.

Selected ESCO obtains financing directly as the borrower or finances it using ESCO's internal funds at interest rates and financing fees comparable to interest rates and fees that HALE COUNTY would expect when procured directly by allowing HALE COUNTY to enter into an installment agreement(s)

- c. HALE COUNTY anticipates ESCO's to develop energy conservation measures that are typical to buildings in Alabama. These measures may primarily include upgrades to lighting, DX HVAC (split or rooftop), water source heat pumps, and HVAC controls. Additional measures may include renewable, water conservation, etc.
- d. Selected ESCO will be required to obtain at least three (3) competitive prices/quotes for all the energy conservations measures approved for implementation.
- e. ESCOs are required to provide in the proposal the name, title, and contact information for **three (3) energy savings project references with construction value of greater than \$1.0 million**. References should be familiar with the ESCO's business organization, finances and operational style. Provide a very brief description of the services provided for each reference.
- f. ESCOs need to provide in the proposal the name, title, and contact information for **three (3) other references** familiar with the firm's business organization, finances and operational style.

6. SITE WALK-THROUGH

No site walk-throughs are planned under this RFP.

7. COST OF ESCO's SERVICES

HALE COUNTY requires an "Open Book Policy" in reference to all costs of various potential Measures. HALE COUNTY also has a preference to competitively procure pricing for construction of individual Measures. For this reason, ESCOs need to complete and submit all price schedules referenced in Attachment 1 – Cost of Services Methodology as a part of ESCO's proposal in response to this RFP.

The ESCOs cost of services is not the only criteria for the HALE COUNTY choosing a particular ESCO but for the ESCO to be chosen, cost of services will need to be shown to be competitive with other ESCOs. If a firm chooses not to submit this attachment, HALE COUNTY will exclude this firm from consideration regarding this RFP.

8. ADDITIONAL REQUIRED INFORMATION

The following should also be addressed in ESCO's proposals.

- a. Quality Assurance & Safety - Explain ESCO's quality control and safety processes / procedures. At a minimum, please describe:
 - i. The corrective measures proposed to deal with quality control and safety issues. How will HALE COUNTY be notified of such problems?
 - ii. The specific quality control plan, including criteria to judge auditor performance, design engineering performance, construction management performance, commissioning performance, etc.
- b. Financial / Bonding – Please provide ESCO's bonding capabilities at the bottom of Attachment 1
- c. ESCO's Submission Statement - ESCOs must complete and include Attachment 2 – ESCO's Submission Statement.

12. CLARIFICATIONS

Any questions about this RFP shall be submitted in writing via email to David.parker@halecountyal.gov on or before 3:00 PM on August 22, 2025. HALE COUNTY will provide responses to written questions in writing on or before August 25, 2025. Any comments made or questions answered by HALE COUNTY staff or any HALE COUNTY representatives during site visits cannot be considered as an official response from HALE COUNTY. Only the information provided in this RFP and clarifications provided in writing shall be considered as official communication from HALE COUNTY with respect to this RFP.

13. SUBMITTAL

ESCOs shall submit proposals via email in pdf format to Judge David Parker at david.parker@halecountyal.gov. Proposal shall be submitted as one (1) pdf file and be less than 10 MB in file size.

14. DEADLINES

Deadline for Request for Clarifications	3:00 PM (CDT), August 22, 2025
Target Date to Issue Responses to Questions	8:00 AM (CDT), August 25, 2025
Deadline for Proposal Submission	3:00 PM (CDT), August 25, 2025
Notice of Intent to Award Successful ESCO	TBD

Attachment 2 – ESCO's Submission Statement

The following form must be completed and included in each ESCO's proposal:

The undersigned firm hereby offers to perform the services as described in this RFP dated August 12, 2025 prepared by Hale County (HALE COUNTY), in accordance with the Proposal attached hereto. This Proposal offer is firm and shall remain in effect for a period of one (1) year after receipt thereof by HALE COUNTY.

In connection with such offer, the undersigned represents and warrants to HALE COUNTY that it has carefully and thoroughly reviewed the entire RFP and that it possesses the experience, skills, and abilities necessary to perform the services bid on in accordance with specifications in the RFP.

Name of Firm

(Print or type)

Signature

Name of Signatory

(Print or type)

Position with Company

(Print or type)

Date _____