

**Department of Materials Management Procurement Unit**

**MONTGOMERY COUNTY PUBLIC SCHOOLS**

**45 W. Gude Drive, Suite 3100**

**Rockville, Maryland 20850**

**January 31, 2022**

**NOTICE TO BIDDERS**

**The following are follow-up questions and responses regarding  
RFP No. 4896.2 – Energy Savings Performance**

1. To aid each ESCO in providing a uniform cashflow for MCPS evaluation, could MCPS define the following variables for the proposal. Potential values are also suggested.
  - Construction period – 12 months
  - Financing repayment period – 19 years (this would fulfill RFQ section 4.2 that “No ESPC shall exceed twenty (20) years”)
  - Interest rate – 3%
  - Utility and O&M savings escalation – 2% (or a higher amount if deemed appropriate by MCPS based on current inflation)
  - Define cost per unit of utility for savings projections (\$/kWh, \$/Therm, \$/kGal-water, \$/kGal-sewer)

**Answer: There are no pre-determined terms except the requirement noted above except that no ESPC shall exceed 20 years. Offerors should submit their most complete favorable terms and conditions. The proposed preliminary cost and terms of contract should be included with the RFQ response, including the cash flow analysis.**

**Estimated current cost per unit of utility: ~\$.12/kWh, \$.105/therm, \$13.4/kGal-water & sewer.**

2. Could MCPS provide mechanical equipment schedules for Watkins Mill High School and Springbrook High School? These appeared to be available electronically to staff during the site visit.

**Answer: Please see attached spreadsheet of all equipment at the school. Please note however that the data may be older and not include some of the renovations presented in Question 3. Standard MCPS temperature setting during the heating season is 70°F. The standard temperature setting during the cooling season is 76°. Typically, buildings operate between 5am-5pm during the school year (was 7-5 prior to Covid), and after hours use requires a special schedule request. During summer and a Peak Load Management Program curtails air conditioning during the summer months between 4-5pm.**

3. Could MCPS provide a summary of scope planned for the Watkins Mill HS HVAC renovations?

**Answer: This school has undergone five phases of of HVAC equipment replacing ranging from 2013 through 2018. There is a final phase currently under design planned to be completed in the summer of 2023.**

Scope summaries for those projects is below:

1. **2013 Phase 1: Replaced ERU's #1, 2, 3, 4, 5, 6 & 7. Drawings can be found at: [https://www.dropbox.com/sh/j47bwdqia3p6xyb/AAAkEEZeRRADwuqT9\\_IYCpcUa?dl=0](https://www.dropbox.com/sh/j47bwdqia3p6xyb/AAAkEEZeRRADwuqT9_IYCpcUa?dl=0)**
2. **2015 Phase 2: Replaced RTU's #3, 4, 5, 6, 7 & 9. Replaced AHU's #10, 11, 12, 13 & 14. Replaced Chiller #3. Drawings can be found at: <https://www.dropbox.com/sh/kizwq8qvkmptzg6/AACvlyxbW7MNIpxfbrSL6-OUa?dl=0>**
3. **2016 Phase 3: Replaced RTU #1 & 2. Replaced Qty. (73) Fan Coil units & Qty. (17) Duct Heating Coils. Drawings can be found at: <https://www.dropbox.com/sh/rh7lfkm1dzlu5vx/AABFrQReZHiikbkZustJP0ga?dl=0>**
4. **2018 Classroom upgrade: Replaced AHU's #2 & 006. Added nine indoor VRF units with two outdoor units to serve five classrooms. Drawings can be found at: <https://www.dropbox.com/sh/8fqf7tltx2jmc6i/AAAvLdmdqvQhDYK0xee5hboja?dl=0>**
5. **2018 Phase 4: Replaced Qty. 17 Unit ventilators, 47 fan coil units, AHU-E-200 & AHU-E200A, RTU's E-201, E106, & E-202, RTU-LR, nine hot water heating coils and added to new indoor VRF Units with one out unit. Drawings can be found at: [https://www.dropbox.com/sh/51zvr6jxtb9itwa/AABvUZwjXtYILDF8FOYM\\_VLTa?dl=0](https://www.dropbox.com/sh/51zvr6jxtb9itwa/AABvUZwjXtYILDF8FOYM_VLTa?dl=0)**
6. **2023 Phase 5: Replace 2 boilers, 2 chillers, 1 cooling tower and all associated pumps in existing plant. Replacing remaining fan coil units and hot water heating coils not yet renovated. Replacing AHU's #1, 3, 4, 6,7, 8 & 9. Replacing RTU-8. Replace fans and ventilators throughout. Replace unit heaters throughout. Remove existing control system air compressor and finalize switch to DDC.**

4. Could MCPS provide a summary of other planned and / or budgeted renovation projects or equipment replacements at either school?

**Answer: See question #3 Response #6 for upcoming HVAC work at Watkins Mill HS.**

- **Watkins Mill HS**
  - **Ceilings and lights, various CR's (summer 22)**

- **Springbrook HS (summer 22)**
  - **Serving lines**
  - **UST removal**

5. Is the electric consumption data for Watkins Mill HS net of solar PV electric production? If So, can MCPS separate solar kWh production from electric consumption provided?

**Answer: As an FYI, Springbrook is scheduled to have solar PV by fall 2023 with 1,200 proposed KW capacity.**

	Watkins Mill HS Total Ave kWh	2019 Solar kWh	% solar of Ave kWh
<b>July</b>	191,287	51,756	27%
<b>Aug</b>	216,422	46,701	22%
<b>Sept</b>	249,456	36,670	15%
<b>Oct</b>	229,433	33,156	14%
<b>Nov</b>	231,678	25,002	11%
<b>Dec</b>	232,604	18,211	8%
<b>Jan</b>	208,506	19,608	9%
<b>Feb</b>	215,672	22,870	11%
<b>Mar</b>	222,407	35,378	16%
<b>Apr</b>	191,995	34,853	18%
<b>May</b>	199,654	36,888	18%
<b>June</b>	205,956	49,007	24%
	2,595,070	367,771	14%

6. Can MCPS provide floor plans for the 2 schools? These could be as simple as fire escape drawings if they are most easily available.

**Answer: Floor plans can be found at the link below:**

<https://www.dropbox1blueearox.com/sh/sgqwoc5ngfsvfm7/AADXH3L9scci0f-gfFfY6kyOa?dl=0>

7. On page 12 under the sub-heading Technical Approach there is a bullet that indicates one of the criteria for selection is the “Quality of sample investment grade audit for project similar to MCPS’s project” however the RFQ does not explicitly ask for an example IGA. Should an example IGA be included as an Appendix?

**Answer: Yes**

8. On page 12 under the sub-heading Technical Approach there is a bullet that indicates one of the criteria for selection is the “Quality of MCPS’s savings reports for similar clients to MCPS” however the RFQ does not explicitly ask for an example savings report. Should an example savings report be included as an Appendix?

**Answer: Yes**

9. Follow-up to the answer provided to Question 4 in Q and A dated 1.10.22.

Please detail the proposed scope of the slated central plant and controls upgrades slated for Watkins Mill HS.

**Answer: See question #3 Response #6 for upcoming HVAC work at Watkins Mill HS.**

Follow-up to the answer provided to Question 12 in Q and A dated 1.10.22.

It is highly recommended that MCPS specify financial terms to be used (interest rate, term, escalation rates etc.) by proposers in order to ensure all proposals can be evaluated on equal merit and that MCPS makes an “apples to apples” comparison of proposers. This also ensures MCPS selects the best-value partner and can significantly reduce the burden of evaluating proposals.

**Answer: There are no pre-determined terms; Offerors should submit their most complete favorable terms and conditions.**

10. Follow-up to the answer provided to Question 13 in Q and A dated 1.10.22.

Please detail the classroom modernization projects that have been implemented at Watkins Mill HS. Was this for all classrooms or specified number of classrooms?

**Answer: Please refer to response to question #3.**

11. During the site visit at Watkins Mill HS, it appeared that some lighting fixtures had already been converted to LED. Please provide an estimate of the percentage of fixtures at the school that have been converted to LED.

**Answer: Light fixtures for the main level hallways, staff lounge, main office suite, Café, and majority of lower level hallways were completed in 2020.**

12. The observed building automation systems (BAS) installed at the two toured sites (Watkins Mills and Springbrook HS) is proprietary. Will MCPS provide the BAS data in an excel format?

**Answer: Access to BAS systems would be provided to awarded vendor.**

13. Would MCPS be interested in an open protocol nonproprietary system BAS system or does MCPS have a preferred manufacturer for both updating and/or new installation?

**Answer: MCPS BAS Office has only 3 systems: HI Solutions, Struxtureware and Reliable for all new and updated systems.**

14. Does this ESPC require compliance to MD State DLLR Prevailing Wage?

**Answer: Offeror should confirm with their finance agent.**

15. Is equipment limited to The Buy American Act or subject to any other purchasing clauses?

**Answer: No**

16. Is there a specific manufacturer of HVAC equipment that MCPS prefers?

**Answer: Yes, please see below:**

- A. **ERU/ DOAS units:** Venmar, Des Champs/ Munters, Innovent, XeteX, Annex Air, AAON, Diakin and Engineered Air
- B. **Pumps:** B&G, Armstrong, Aurora and Taco
- C. **VFD's:** Yaskawa, ABB, Danfoss, Trane and Eaton
- D. **VRF's and Ductless Split Systems:** Trane, Diakin LG, Carrier and Mitsubishi
- E. **Boilers:** Fulton, Hydro Therm, Harsco Patterson-Kelley, Riello and Viessmann
- F. **Water Source Heat Pumps:** Trane, Diakin, Carrier, Climate Master

**However, MCPS may consider other equipment, depending on reliability records/school system experience and energy savings.**

17. What companies currently maintain the mechanical equipment at the two toured facilities?

**Mechanical equipment outside of BAS is generally completed by the MCPS Division of Maintenance and Operations. Some specialty repairs may be completed by contractors as needed.**

18. Clarify the page limit for the experience and qualifications section discussed in the questions and responses issued on Jan 10, 2022:

*Question 18: On page 8, the Experience and Qualifications section states to include resumes in this section but it also specifies to be no more than 3 pages in length to address 5 different bullet points. Could this section be expanded to 10 pages or have some information included within an Appendix? Answer: Yes*

Should the resumes be placed in an Appendix?

**Answer: Yes**

19. Will you provide floor plans and mechanical drawings?

**Answer: Please refer to response to question #6 for overall floor plans.**

**Mechanical floor plans for Springbrook High School from 1992 renovation can be found at:**

**<https://www.dropbox.com/s/cykzq28he1o53pt/1992%20Mech%20Drawings%20Combined%20-%20All.pdf?dl=0>**

**Mechanical drawings for Watkins Mill High School from 1985 renovation can be found at the link below. Please refer to response to question #3 for mechanical drawings of recent renovation.**

**<https://www.dropbox.com/s/xuy89vy9hrb2ios/1985%20Mech%20Drawings%20Combined.pdf?dl=0>**

20. Will you provide actual utility bills for review of actual rates to allow for creation of a baseline?

**Answer: MCPS will work with the awarded vendor to come to a reasonable baseline. As MCPS purchases its electric & gas commodities wholesale, there are fixed rates for the LDC and variable rates for the commodity portion of the bill. This changes the overall rate year to year.**

21. We respectfully request an extension for the proposal due date until at least February 25, 2022 in order to allow time for review of BAS data, floor plans, utility bills and drawings.

**Answer: MCPS will further extend the due date to February 23, 2022 at 2:00pm.**

22. Can you provide the name of the Building Automation System (BAS) for each school and a point of contact for each local service company used by MCPS?

**Answer: Yes. Watkins Mill HS front end is being upgraded to Structureware; currently it is Continuum; service company contact: John Beahm (Control Sources), Springbrook HS is HI Solutions; service company contact: Julie Ayers (HI).**

23. Is MCPS standardizing on DDC BAS systems and if so which providers?

**Answer: Yes. HI Solutions, Struxtureware and Reliable Controls.**

  
Angela McIntosh-Davis, CPPB,

Team Leader  
Procurement Unit

AMD

Please indicate your receipt of this notice by signing below and returning with your proposal or under a separate cover.

Accepted By: \_\_\_\_\_  
(Name & Title)

Name of Company: \_\_\_\_\_