


June 21, 2016

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: William, D. Law, Jr., President 

SUBJECT: Cenergistic, Inc. – Energy Savings Agreement

Approval is sought to enter into an Agreement with Cenergistic, Inc. whereby Cenergistic will provide services for the implementation of a people-driven energy management program that is customized to enable the College to reduce its consumption of energy. The Agreement will commence upon the program start date and continue for the period of five years. Permission is also sought to enter into any extensions or amendments, as may be necessary.

When considering this approach towards achieving energy savings, the College produced a public solicitation in the form of a Request for Qualifications (RFQ) in accordance with §287.057 FS. The solicitation began on October 15, 2015 and ran through November 5, 2015. The response to the RFQ from Cenergistic was the only response.

Under the terms of the Agreement, Cenergistic will provide a team of energy consultants to deliver the program as follows:

- Conduct on-site and ongoing assessments of the College’s facilities and deliver hundreds of recommendations that are specific to the College’s environment.
- Guide and assist the College’s Program implementation following Cenergistic’s proven methodology.
- Identify and provide, at Cenergistic’s expense, an energy specialist to serve onsite to lead and manage implementation of the energy conservation program. The energy specialist will spend time in the College’s facilities and work closely with staff to execute proven implementation strategies to change behavior linked to energy consumption. The energy specialist will also track energy consumption and savings through use of the EnergyCAP energy accounting software program.
- Deliver periodic savings reports to the College for review and verification.
- Offer a savings guarantee whereby Cenergistic will reimburse the College for the difference if the College’s costs for the Energy CAP software and Performance Fees exceed its total savings during any performance year.

Under the terms of the Agreement, the College will:

- Identify a Program Liaison to serve as the liaison and primary point of contact for the program.
- Provide the energy specialist with office space, phone, internet access, email address, on-campus parking, building keys and alarm codes, as necessary.
- License the EnergyCAP energy accounting software which will be used by the energy specialist during the term of this Agreement. Costs to the College to license this software will be \$6,650 per year for the first three years and \$2,593 per year thereafter for a total cost of \$25,136 over five years.
- Pay to Cenergistic Performance Fees which are an amount equal to 50% of the total energy savings to the College for a given month.
- Pay to Cenergistic Billing Audit Contingent Fees which are an amount equal to 50% of any refund or credit the College receives during the first six months of the Agreement.

Although the actual costs/savings to the College are unknown, the College anticipates possible energy savings of up to \$500,000 per year attributed to this Agreement.

Doug Duncan, Senior Vice President, Administrative/Business Services & Information Technology; Suzanne L. Gardner, General Counsel; Jim Waechter, Associate Vice President, Facilities Planning & Institutional Services; and Diana Wright, Director of Facilities Services, recommend approval.

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