

CT RFP – Proposal Submittal Requirements

1. Proposer's Qualifications and Capability

- Type of firm:
 - Greenleaf Energy Solutions LLC is an ESCO that specializes in converting our customers' existing lighting to LED lighting through strategic partnerships with distributors, utilities, and financial institutions.
- Number of years in the energy business:
 - 6 years in the energy business
- Number and value of similar contracts:
 - Greenleaf has partaken in the CT RFP 16PSX0182 from 2016 to 2018 and is looking to continue that contract.
- Number of full-time personnel:
 - 37 Full-Time personnel, with 34 Full-Time CT personnel
- Accreditations or other pre-qualifiers (ie., NAESCO, U.S. Dept. of Energy, U.S. Dept. of Defense)
 - N/A

2. Proposer's Experience

- Types of services being offered and expertise in various systems:
 - At Greenleaf Energy Solutions LLC we offer a turnkey solution to our customers to convert their existing lighting to LED lighting. This process includes an audit of the facility, submitting to the utility company to acquire rebates, working with financial institutions to provide financing for these customers, procuring the material, subcontracting out an electrical contractor to install the project, having a Project manager on site to manage the installation, recycling of lamps that are removed, and closing at the installation with the customer. Greenleaf Energy Solutions will provide energy monitoring for our customers upon request.
- A brief description of the energy contracts or projects that the firm has managed in the past three (3) years that includes:
 - Greenleaf Energy Solutions LLC has installed over 500 projects for municipalities and commercial businesses.
 - Below is a list of 3 projects that GES has managed in the past 3 years:

Name and Type of Project	Project Size	List of Improvements and annual cost savings	Audit, monitoring, and savings verification	References
<p><u>CT National Guard</u> – LED Lighting Retrofit and Controls installation</p>	<p>\$733,354.00</p>	<p>Converted all existing lights to LED, at the East Lyme, Groton, and Windsor Locks location. Installed a control system for the lighting at Groton.</p> <p>Annual Cost Savings = Energy - \$103,136.77 Maintenance - \$10,722</p>	<p>- Audit facility with Greenleaf Project Manager. - Amp meter on isolated light circuit for pre and post installation to monitor energy usage. - Monitor electrical bill for savings for 2 years, pre and post installation.</p>	<p>Jeff Russo, Energy Management Specialist (860) 548-3252 jeffrey.l.russo2.nfg@mail.mil</p>
<p><u>Western Connecticut State University</u> – LED Lighting Retrofit and Controls installation</p>	<p>\$678,292.00</p>	<p>Converted existing lights to LED in the parking garages, exterior pole lights, and specific classrooms. Installed controlled fixtures in the parking garages.</p> <p>Annual Cost Savings = Energy - \$109,226.31 Maintenance - \$14,674.63</p>	<p>- Audit facility with Greenleaf Project Manager. - Amp meter on isolated light circuit for pre and post installation to monitor energy usage. - Monitor electrical bill for savings for 2 years, pre and post installation.</p>	<p>Luigi Marcone, Director of Facilities (203) 460-4003 MarconeL@wcsu.edu</p>
<p><u>Eastern Connecticut State University</u> – LED Lighting Retrofit and controls installation</p>	<p>\$160,638.00</p>	<p>Converted all existing lights to LED with controls in the facilities building and Noble Hall Dorm.</p> <p>Annual Cost Savings = Energy - \$27,46.13 Maintenance - \$2,987.80</p>	<p>- Audit facility with Greenleaf Project Manager. - Amp meter on isolated light circuit for pre and post installation to monitor energy usage. - Monitor electrical bill for savings for 2 years, pre and post installation.</p>	<p>Ed Figielae, Associate Director of Operations (860) 465-5317 figielae@easternct.edu</p>

3. Pricing and Fees

Energy Audit	No Fee
Monitoring energy savings	\$1,000
Warrantee	All material and labor 2 years no fee
Permits	Variable per project
Utility Rebates, or other incentives	Rebates are maximized based on utility programs Eversource rebates for CT projects range from 30% to 50% of cost
LED lamps	Typically 20% markup
LED fixtures	Typically 30% markup
Labor	Labor is priced by the piece for lamps and fixtures Sensors that are not integrated in the fixtures have a separate wiring fee Wiring to bring to code is billed hourly Repairs for existing fixtures or circuits not working are billed hourly
Demonstration Fixtures	Labor and Fixture will be billed per piece, if project is installed a credit will be applied
Projects with customer net under \$100,000	50% at start 50% upon completion
Projects with customer net over \$100,000	One third at signing, one third at start, one third upon completion