

NV5 QUOTE FOR GESA CONSULTING SERVICES AT PA DEPARTMENT OF CORRECTIONS SCI MERCER: GESA 2023-2C

JULY 24, 2023

BECKY TOMLINSON

DGS Energy Office - RFQ Coordinator
401 North Street
Suite 403 North Office
Harrisburg, PA 17120-0500



N|V|5

ALDO MAZZAFERRO
EXECUTIVE DIRECTOR OF BUSINESS DEVELOPMENT
NV5 - CLEAN ENERGY
P: 516.567.2337
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P63023-0004293.00

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Mandatory Requirements	Yes
Offeror is an Energy Saving Program Qualified Contractor	Yes, J.B.A. Consulting Engineers, Inc. was approved as an ITQ provider in February 2022 (Contract No. 4400025784)
Technical Submittal included	Confirmed.
If Offeror is a Joint Venture:	NV5 is not submitting as a Joint Venture
• Joint Venture Agreement submitted	
• Entity Authorization to Enter Into Joint Venture is included	
Energy Consultant Information Form is included	Confirmed. See page 5
Quote Signature properly completed and signed	Confirmed. See page 10
Non-Collusion Affidavit properly completed and notarized	Confirmed. See page 12
• If Joint Venture, one Non-Collusion Affidavit for each entity	



pennsylvania
DEPARTMENT OF GENERAL SERVICES

July 24, 2023



Becky Tomlinson

DGS Energy Office - RFQ Coordinator
401 North Street
Suite 403 North Office
Harrisburg, PA 17120-0500

**Re: NV5 QUOTE FOR GESA CONSULTING SERVICES AT PA DEPARTMENT OF CORRECTIONS SCI
MERCER: GESA 2023-2C; NV5 Proposal No. P63023-0004293.00**

Dear Ms. Tomlinson,

J.B.A. Consulting Engineers, Inc. dba NV5 Consultants (NV5) is pleased to respond to the Commonwealth's RFQ for GESA Consulting services.

NV5 is the most experienced independent expert performing Owner's Representative services for performance-based projects in the United States. Performance-based Projects include Guaranteed Energy Savings Agreements (GESAs), Energy Savings Performance Contract (ESPCs), Energy Performance Contracts (EPCs), Energy-as-a-Service, etc. This service is the specialty niche of NV5's Clean Energy group that was formed 20 years ago for this exact purpose. We have served in this role over 200 times for all types of agencies across the federal, state, and local government levels. We also serve K-12 Agencies, Higher Education, Sanitation Departments, and numerous corrections facilities. Our independence and specialized expertise have allowed our clients to maximize their return on investment, while also minimizing their risk on these complex projects. We pride ourselves on our leadership in the Guaranteed Energy Savings Agreement (GESA) industry throughout the country. Our goal in providing these services is to minimize technical, financial, and contractual issues that you may encounter, while protecting your interests and providing comprehensive guidance to ensure the success of this program.

NV5 is a global engineering firm, and we have the technical expertise in-house and the resources to scale our services as needed. Our conservative approach, financial acumen, market knowledge, and end-to-end project services are unique and were developed to meet our client's needs for low-risk, high performing projects. While NV5 has not had the opportunity to provide these services to PA Department of General Services (PA DGS) previously, I have firsthand experience in the PA GESA market. I provided comprehensive GESA Consulting services for PA DGS at SCI Dallas and the PA State Police HQ GESA projects. I also helped guide the school districts of Philadelphia and Pittsburgh through their pilot GESA programs. Combining my PA GESA experience with our team's tremendous industry-wide experience, I am confident that our team has the expertise, capabilities, and resources to serve as PA DGS' GESA consultant on this GESA program and many more in the future.

We have included extensive information in the Relevant Information section of our proposal to demonstrate why we are the most qualified potential partner for PA DGS, but we have summarized the key points below for your convenience:

- **Extensive Owner's Representative (OR) Experience** with GESA programs across the U.S. and past experience serving PA DGS at SCI Dallas, PA State Police HQ, and supporting the two (2) largest school districts in PA.



- GESA-Specific Expertise with five (5) DOE-certified Project Facilitators (PFs).**
 The team serving PA DGS on this initiative includes five (5) DOE-certified Project Facilitators. There are only approximately fifty (50) of these individuals in the nation and the majority work for the Federal Government. NV5 is the largest employer of Project Facilitators in the nation and this demonstrates our team’s dedicated expertise as an Owner’s Representative for GESA Projects..
- Strong familiarity with the ESCO market and their executive leadership teams, but we maintain a strict policy of independence.** We have direct experience overseeing ESCO teams and negotiating the technical terms & conditions of the project. We also have direct lines of communication to their national management teams to ensure PA DGS receives impeccable customer service. Additionally, we never work as a subcontractor to ESCOs. Even on other projects, this creates a significant conflict of interest. We maintain this strict internal policy, so that we can fairly evaluate and negotiate with these firms with no concern for future revenue/business.
- Support from NV5 Global with direct experience providing services to PA DGS.** Our internal Construction Management group was the lead consultant on this project for PA DGS. While this is not a GESA project, the lessons learned and integrated project delivery approach will be leveraged during the implementation phase of this GESA project at SCI Mercer.

Additional details of NV5’s experience, approach, and unique expertise are all enclosed in this submission. For your convenience, we have also included the information requested in this cover letter. Please see the chart below the signature line. If you have any questions, please don’t hesitate to contact me. Thank you again for another opportunity to offer our services for another GESA Consulting opportunity!.

Sincerely,

Aldo Mazzaferro, PE, CEM, CEA

Company Name	J.B.A. Consulting Engineers, Inc. dba NV5 Consultants (NV5)
Company Mailing Address	1501 Reedsale Street Suite #300 Pittsburgh, PA 15233
Contact Person	Aldo Mazzaferro, Executive Director of Business Development
Contact Person’s Phone Number and Email Address	Phone: 516.567.2337 Email: aldo.mazzaferro@nv5.com
Company PA Vendor Number	PA Vendor number is 548555

ENERGY CONSULTANT INFORMATION FORM
(Complete in INK or TYPE only - DO NOT use pencil)

DGS GESA-2023-2C SCI Mercer Consultant
LOCATION: Department of Corrections, SCI Mercer, Mercer County, PA

COMPLETE ALL APPLICABLE AREAS

Pa. Vendor ID Number: 54855	
All GESA Consultants must be approved thru the DGS ITQ process: http://www.dgs.internet.state.pa.us/ITQ/Default.aspx	
ITQ CONTRACT NO.	4400016426
CONSULTANTS BUSINESS NAME: J.B.A. Consulting Engineers, Inc. dba NV5 Consultants (NV5)	
CONTACT AND TITLE OF PERSON:	Aldo Mazzaferro - Executive Director of Business Development
ADDRESS:	1501 Reedsale Street, Suite #300, Pittsburgh, PA 15233
PHONE NUMBER:	516.567.2337
E-MAIL ADDRESS:	aldo.mazzaferro@nv5.com

A. List the number of full-time personnel currently employed with the firm. Do not include Sub-Consultants. Discuss use of Sub-Consultants in Section "C" below.

	REGISTERED	PROF. DEGREE	CEM	OTHER	TOTAL
Architect	25	25			25
Civil/Structural Engineer	269	269			269
Mechanical Engineer	122	121	1		122
Electrical Engineer	88	88	1		188
Account Manager	2	2	2	764	767
Project Managers	2	2	6	283	285
Site Inspectors				158	158
Measurement & Verification	7	9	6	3 x CMVP	9
Other/Specialist		1556			1547

B. **Submit as a separate page to this form, on one (1) page**, identify no more than three (3) projects that best illustrate your firm's current qualifications to perform the review and construction services for this project. DO NOT list projects by consultants or by staff that will not be assigned to this project. Use the categories bulleted immediately below in describing identifying projects.

- Project Name
- Location
- General Description of work performed by Consultant on the project
- Gross Construction Cost
- Duties Performed
- Fee
- Comments
- Contact References (include Email and Telephone No.)

C. **Submit as a separate page to this form, on one (1) page**, listing the Key Sub-Consultant(s) (if needed) who will be retained to assist in the consultant's process. Sub-Consultants Basic Service work in sum-total must be less than 50% of Total Basic Service Fees. Use the categories bulleted immediately below in listing Key Sub-Consultants.

- Name of Sub-Consultant
- Address
- Specialty/Discipline
- Number of Projects Worked Together
- Value of Projects Worked Together

D. **In the space provided below**, indicate and list driving distances (in miles) from the office where the on-site personnel will be located to the project site. Use actual street addresses and Google Maps to determine driving distance.

_____ 61 _____ Miles

E. **Submit as a separate page to this form, on one (1) page**, provide any additional comments or description of relevant information supporting your selection for Consulting Services on this Project. Information specifically related to this project is preferred over boilerplate or general marketing material. Why should your firm be selected for this assignment?

PROJECTS

OWNER'S REPRESENTATIVE FOR COMPREHENSIVE GESA PROJECT

STATE OF DELAWARE | DEPARTMENT OF CORRECTIONS

NV5 has been working for the State of Delaware for almost ten (10) years as an Owner's Representative for their Guaranteed Energy Savings Agreement (GESA) program. Over this time, NV5 has provided comprehensive Owner's Representative services by performing Preliminary Qualification Studies, Developing/Issuing/Evaluating RFP Responses from Energy Services Companies (ESCOs), overseeing the development of Investment Grade Audits/Contract Documents, performing Construction oversight, and continuously monitoring performance of the projects by reviewing Measurement & Verification reports. This project with the State of Delaware's Department of Corrections (DE DOC) is no different. On this occasion, the DE DOC had already selected an Energy Services Company (ESCO) and NV5 was hired to provide oversight from the kickoff of the Investment Grade Audit (IGA) through the Measurement & Verification period. During this IGA, NV5's engineers evaluated energy savings, scope, baseline assumptions, and negotiated terms & conditions for the contract documents. During construction, our team performed design reviews, attended bi-weekly construction status meetings, inspected work, and assisted with project closeout by performing Quality Assurance on commissioning/training/etc. During M&V, our team performed site visits and reviewed reports on behalf of the DE DOC.



Reference: Tony DePrima, Ph.D. – Executive Director, 302.270.6246, tony.deprima@deseu.org

Fees: ~3% of Construction Cost; \$165,000 **Construction Cost:** \$5 Million

OWNER'S REPRESENTATIVE FOR MULTIPLE PHASES OF GESA

UNIVERSITY OF MAINE SYSTEM | VARIOUS CAMPUSES

NV5 is currently overseeing four (4) separate Guaranteed Energy Savings Agreements (GESAs) for the University of Maine System. This includes projects with multiple Energy Services Companies (ESCO) at the University of Southern Maine Campus, University of Maine Farmington Campus, and the University of Maine Orono Campus. At UMaine Orono, we are overseeing 2 projects focused on the demand and supply-sides of their energy system, respectively. In these projects, our role has included providing assistance during the selection of an ESCO, oversight of the IGA, robust construction administration services, and Measurement & Verification oversight. During construction, our scope includes performing 30-60-90-100% reviews of the project's design drawings, review/approval of submittals, inspection of the work installed, review of payment applications, and assistance with project closeout. Our services during construction closeout are especially critical to the success of the project. We ensure proper commissioning, training, and as-built documentation is provided prior to Final Acceptance. NV5 has overseen approximately \$20 Million worth of ECM Upgrades to-date and we are currently overseeing the development of a \$70M-100M Central Plant utility upgrade via the GESA-contracting model.



Reference: Stewart Harvey – Executive Director of Facilities & Capital Management Services, 207.581.2668, stewart@maine.edu

Fees: Approximately \$500,000 or 0.5% of Construction Cost, **Construction Cost:** Estimated \$100+ Million

PROJECT FACILITATION FOR MILITARY AND DEFENSE ESPC

MULTIPLE LOCATIONS | DEFENSE LOGISTICS AGENCY-ENERGY DIVISION

As the nation's combat logistics support agency, the Defense Logistics Agency (DLA) manages the global supply chain – from raw materials to end user to disposition – for the Army, Navy, Air Force, Marine Corps, 10 combatant commands, other federal agencies, and partner and allied nations. DLA leads the Department of Defense's efforts to supply the military services with energy solutions for mission assurance through the DLA Energy division. In 2016, NV5 began providing technical support as Department of Energy Certified Project Facilitators (DOE PF) to various DoD military installations in the U.S. and overseas. In 2018, NV5 was awarded a direct contract with the Defense Logistics Agency to provide oversight services on similar ESPC projects. In 2019, DLA awarded NV5 a larger task to provide Subject Matter Expert advisory services and in-depth technical analysis for the planning, procurement, and Investment Grade audit phases on a large number of ESPC project. Our work continues today across 40+ Military Installations in the U.S., Asia, and Europe. Our services are focused on facilitating the development of effective ESPC projects that will improve mission assurance and energy resilience, while reducing military base energy costs and their carbon footprint. In total, NV5 is actively overseeing \$1.5 Billion in energy investment, generating \$100+ Million in annual savings across 40+ ESPC projects. The scope of these projects range from traditional Energy Conservation Measures (ECMs), but also include Renewable Energy, Cogeneration, Battery Energy Storage Systems, MicroGrids, etc.



Reference: Jacob Vigil, Contract Officer, 703.767.8554, jacob.vigil@dla.mil

Fees to Date: Estimated \$4M+ **Construction Cost:** \$1.5B

KEY SUBCONSULTANTS

Not Applicable. NV5 does not anticipate engaging any subconsultants for this project. We have the internal capacity to perform the scope of work proposed, and we have the support of NV5's many sister companies to scale our services as needed to support PA DGS.

RELEVANT INFORMATION

INTRO

J.B.A. Consulting Engineers, Inc. dba NV5 Consultants (NV5) is a 50+ year old Nevada Corporation and subsidiary of NV5 Global. The NV5 Clean Energy Group resides within this firm, and we perform engineering and energy consulting services for our clients. We are nationally recognized for our unique expertise in this area of guiding Owners through complex energy projects. We are vendor neutral, technology agnostic, and fiercely independent. With the full resources and support of NV5 Global and its 3,000+ staff, we act as a full-service engineering and consulting firm that brings a team approach to every project.

RELEVANT EXPERIENCE

Beyond the three projects listed previously, below are some of our more notable GESA Clients across various markets. NV5 has served as an independent GESA expert and Owner’s Representative (OR) more than 200 times on projects ranging from \$1M to over \$200 Million in self-funding ESPC projects.

- **Federal Agencies:** Defense Logistics Agency, Department of Defense, Department of Veteran Affairs, FBI, FDA
- **States:** MD, DC, CA, NC, NM, LA, NV, NV, MA, RI, CT
- **Municipalities:** Phoenix (AZ), Boston (MA), LA County (CA), Augusta (GA), Stamford (CT), Danbury (CT), Henderson (NV),
- **K-12 Schools:** Montgomery County PS (MD), Clark County PS (NV), Wake County PS (NC), San Diego USD (CA), Boston Public Schools (MA), DC Public Schools (DC), Washoe County PS (NV)
- **Higher Education:** University of North Carolina System, University of Maine System, Rhode Island College, University of New Haven, University of Maryland System, Morgan State University

Our team is made up GESA industry experts with a combined experience of over 200 years. The Key Personnel Chart below is designed to provide a more transparent view of the depth of expertise that will be representing you throughout this project. Please note our specialized certifications as PFs, CMVPs, and CEMs.

NV5 KEY PERSONNEL

Name	Project Role	Yrs	PE	PF (1)	CMVP (2)	CEM (3)
Aldo Mazzaferro	Contracting POC	9	X			X
Jim Pagliaro	Program Manager	16		X	X	X
Chis Halpin	ESPC Expert	35	X	X	X	X
Steve Wells	ESPC Expert	41	X	X		X
Myron Cook	Senior Project Manager	20		X	X	
Stephen Grumbach	Energy Engineer	35	X	X		X
Ruth Gay	Energy Engineer	16	X	X		X
Melinda Johnson	Design Engineer	31	X			
Daniel Wall	Design Engineer	35	X			
TOTAL		238	7	6	3	6

(1) Department of Energy Project Facilitators (PF) – Highly specialized certification required to provide Owner’s Representative services for Federal projects. NV5 employs more DOE PFs than any other firm in the country..

(2) Certified Measurement & Verification Professional (CMVP) – Experts in Measurement & Verification to ensure best practices are employed to protect our clients’ savings guarantee.

(3) Certified Energy Manager (CEM) – Dedicated expertise in the energy industry beyond traditional engineering discipline.

KEY QUALIFICATIONS

- 200+ GESA-TYPE PROJECTS
- \$4B+ OF ENERGY PROJECTS
- NATIONWIDE EXPERIENCE
- DIRECT PA DGS EXPERIENCE

LOCAL OFFICES

PITTSBURGH, PA
 CLEVELAND, OH
 AKRON, OH
 PHOENIXVILLE, PA
 PHILADELPHIA, PA

GESA - SPECIFIC CERTIFICATIONS

Beyond Professional Engineers, NV5’s team members all hold multiple, highly specialized certifications that demonstrate our GESA-specific expertise:

- Department of Energy Project Facilitators (DOE PF)
- Certified Energy Managers (CEM)
- Certified Measurement & Verification Professionals (CMVP)

PA DGS HARRISBURG MILITARY POST’S REHAB & MODERNIZATION

NV5’s Construction Management team led PA DGS through this project using a Lean Integrated Project Delivery approach focused on collaboration, accountability, and A3 decision making. Our same team of construction experts will employ this same approach across all phases of the GESA project (including construction). By leveraging our in-house experts’ firsthand experience working with PA DGS, we can ensure another successful project with PA DGS.



Quote Signature

Offeror's Representations and Authorizations. Offeror by signing on the signature page and submitting its Quote understands, represents, acknowledges, and certifies that:

1. All information provided by, and representations made by, the Offeror in the Quote are material and important and will be relied upon by the Issuing Office in awarding the contract(s). Any misstatement shall be treated as fraudulent concealment from the Issuing Office of the true facts relating to the submission of this Quote. A misrepresentation shall be punishable under 18 Pa. C.S. § 4904.
2. No attempt has been made or will be made to induce any firm or person to refrain from submitting a Quote on this contract, or to submit a Quote higher than this Quote, or to submit any intentionally high or noncompetitive Quote or other form of complementary Quote.
3. The Quote is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Quote.
4. To the best knowledge of the person signing the Quote for the Offeror, the Offeror, its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last four (4) years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding or proposing on any public contract, except as disclosed by the Offeror in its Quote.
5. To the best of the knowledge of the person signing the Quote for the Offeror and except as otherwise disclosed by the Offeror in its Quote, the Offeror has no outstanding, delinquent obligations to the Commonwealth including, but not limited to, any state tax liability not being contested on appeal or other obligation of the Offeror that is owed to the Commonwealth.
6. The Offeror is not currently under suspension or debarment by the Commonwealth, or any other state, or the federal government. If the Offeror has received, within three years of the issuance of this RFQ, a Notice of Default from the Commonwealth, other state or the federal government, then the Offeror shall submit, as part of the Technical Submission, seven copies of a written explanation of why such Notice of Default was issued. This written explanation shall not exceed 1 sheet (2 pages) and shall not count towards the sheet and page limit established for the Technical Submission of the Quote.
7. The Offeror has not, under separate contract with the Issuing Office, made any recommendations to the Issuing Office concerning the need for the services described in the Quote or the specifications for the services described in the Quote.
8. Each Offeror, by submitting its Quote, authorizes all Commonwealth agencies to release to the Commonwealth information related to liabilities to the Commonwealth including, but not limited to, taxes, unemployment compensation, and workers' compensation liabilities.
9. Until the awarded DGS Energy Consultant receives a fully executed and approved written contract from the Issuing Office there is no legal and valid contract, in law or in equity, and the DGS Energy Consultant should not begin to perform.

10. Offeror agrees and certifies in accordance with the enclosed Commonwealth of Pennsylvania:

- Nondiscrimination/Sexual Harassment Clause
- Tax Liability Certification
- Americans Disabilities Act
- Contractor Integrity Provisions
- Contractor Responsibility Provisions
- Environmental Statement
- Compliance with State and Federal Statutes, Rules and Regulations
- Non-Collusion Affidavit

I am authorized to sign this Quote on behalf of the Offeror and I agree and state that

J.B.A. Consulting Engineers, Inc. dba NV5 Consultants (NV5) (Name of Firm) understands and acknowledges that the above representations are material and important, and will be relied upon by the Department of General Services in awarding the contract(s) for which this Quote is submitted. I understand and my firm understands that any misstatement shall be treated as fraudulent concealment from the Department of General Services of the true facts relating to the submission of this Quote.

Aldo Mazzaferro
Signature _____

Aldo Mazzaferro
Print Name Legibly _____

Executive Director of Business Development
Title _____

NONCOLLUSION AFFIDAVIT

State of New York :

DGS Project Number: 2023-2C

County of New York : s.s.

I state that I am the Executive Director (Title) of J.B.A. Consulting Engineers, Inc. (Name of Firm) and that I am authorized to make this affidavit on behalf of my firm, and its owners, directors, and officers. I am the person responsible in my firm for the prices(s) and the amount of this Quote.

I state that:

1. The price(s) and amount of this Quote have been arrived at independently and without consultation, communication or agreement with any other contractor, Offeror, or potential Offeror.
2. Neither the price(s) nor the amount of this Quote, and neither the approximate price(s) nor approximate amount of this Quote, have been disclosed to any other firm or person who is a Offeror or potential Offeror, and they will not be disclosed before the Quote submission date.
3. No attempt has been made or will be made to induce any firm or person to refrain from proposing on this contract, or to submit a Quote higher than this Quote, or to submit any intentionally high or noncompetitive Quote or other form of complementary Quote.
4. The Quote of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Quote.
5. J.B.A. Consulting Engineers, Inc. (Name of Firm) its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last four years been convicted or found liable for any act prohibited by state or federal law in any jurisdiction, involving conspiracy or collusion with respect to proposing and/or bidding on any public contract, except as follows:

I state that J.B.A. Consulting Engineers, Inc. (Name of Firm) understands and acknowledges that the above representations are material and important, and will be relied upon by the Department of General Services in awarding the contract(s) for which this Quote is submitted. I understand and my firm understands that any misstatement in this affidavit is and shall be treated as fraudulent concealment from the Department of General Services of the true facts relating to the submission of this Quote.

Aldo Mayspa
(Signature)

Paul M. Serrano
(Signatory's Printed Name)

Notary Public
Notary Public
(Signatory's Title)

SWORN TO AND SUBSCRIBED
BEFORE ME THIS 12th DAY OF
July, 2023.

Paul M. Serrano

My Commission Expires 8/13/26

