City of Hollywood, Florida

Solicitation RFQ-4702-22-GJ
Energy Performance Contracting

January 13, 2022

City of Hollywood

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January 13, 2022

Prepared for:

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City of Hollywood
2600 Hollywood Blvd., Rm#: 221
Hollywood, FL 33020

Prepared by:

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Executive Summary

Executive Summary

The City of Hollywood can save money, upgrade its infrastructure, identify revenue generating measures and 'smart city' opportunities through a guaranteed energy savings program with ENGIE Services U.S. Inc.

With a limited amount of undeveloped land and aging infrastructure, Hollywood faces several challenges to develop economically and advance quality of life for its residents. Through a partnership with ENGIE, the City can complete projects that increase the economic well-being of the City, generate revenue, create local jobs and promote direct economic investment while upgrading its infrastructure in alignment with its Citywide Master Plan.

ENGIE Services U.S. Inc., is part of the ENGIE Group (ENGIE), a global company committed to low-carbon energy and services. ENGIE is the largest energy efficiency company in the world with a strong local presence in South Florida and an office at 1451 W. Cypress Creek Road, Suite 300 Ft. Lauderdale, FL 33309. Led by Business Development Manager, Joseph Repole, and Project Manager, Edward Meinking, our local team will deliver a custom program that supports Hollywood's objectives.

Based on our understanding, in addition to the areas identified in the RFQ, the City of Hollywood is seeking to:

- **Promote/engage public investment** with partners that have the highest level of proven experience enabling public sector investment and funding strategies
- **Address infrastructure renewal** (replace aging infrastructure) and prepare for the future with the City's role in leading South Florida with investments in sustainable critical assets such as water, wastewater and stormwater related projects
- **Identify and implement enhanced revenue generating services** with partners having the highest level of subject matter expertise and experience to support

ENGIE is well-positioned to support the City of Hollywood with these goals through our locally deployed people in Broward County, global processes expertise, technology enablement strategies and experience.

Promote/Engage Public Investment

Hollywood is highly motivated to channel public investments to accomplish its sustainability and development goals. Partnering with a firm that can support the City's business minded city management with delivery models that advance its goals is an area of great potential. ENGIE is one of the world's preeminent operators in electricity, natural gas, and energy services around the globe with annual revenues more than $63 billion, EBITDA of $10.6 billion and $175 billion in total assets (EoY 2020) and a credit rating of BBB+/Baa1 (Standard & Poor's / Moody's).

Through this financial strength and stability, ENGIE can offer many different delivery models ranging from design-build, like our project at Broward County, to public-private-partnerships (P3), like our project at the Ohio State University, that can alleviate the capital pressures on our customers while minimizing credit implications. ENGIE has the credibility to engage third-party capital markets for

competitive equity, debt financing or use other capital structures that allow for proper alignment of risk resulting in a structure consistent with that of an investment-grade utility or any other long-term concession in a P3 setting.

In line with Hollywood's commitment for public investment and in relation to FS Section 489.145, ENGIE proposes to **forego "...a separate agreement** to pay for costs associated with the preparation and delivery of the report" and to perform the investment grade audit (IGA) for the City **at NO COST and at our own risk.** We are confident of our team's ability to collaborate and co-author a project that will be aligned and will deliver measurable value to the City of Hollywood. We make this offer to differentiate our value and demonstrate immediate commitment to the City of Hollywood.

In addition, we can further promote/engage public investment through ENGIE New Ventures, the corporate venture arm of the ENGIE Group. ENGIE New Ventures invests in promising startups across the world, giving ENGIE access to cutting-edge solutions. With new venture capital of over $200 million, ENGIE's fund has invested in 25 companies across the world, typically $3-5 million in each company, out of more than 500 companies scouted per year. Criteria for investment are a disruptive business or technology model, a scalable business and immediate strategic, operational and financial value for ENGIE.

In addition, we have an ENGIE Innovation team that plays a key role in the development of a dynamic innovation culture inside, and sources new ideas and solutions in worldwide open-innovation ecosystems to bring innovative solutions to fuel the energy transition

ENGIE's local management team **intends to work with the City of Hollywood to explore integrating startup investments for this project scope and thus directly enhance economic development.**

489.145 Guaranteed energy, water, and wastewater performance savings contracting.
4b Procedures

…Before design and installation of energy, water, or wastewater efficiency and conservation measures, the agency must obtain from a guaranteed energy, water, and wastewater performance savings contractor a report that summarizes the costs associated with the energy, water, or wastewater efficiency and conservation measures or energy-related operational cost-saving measures and provides an estimate of the amount of the cost savings. The agency and the guaranteed energy, water, and wastewater performance savings contractor may enter into a separate agreement to pay for costs associated with the preparation and delivery of the report; however, payment to the contractor shall be contingent upon the report's projection of energy, water, and wastewater cost savings being equal to or greater than the total projected costs of the design and installation of the report's energy conservation measures.

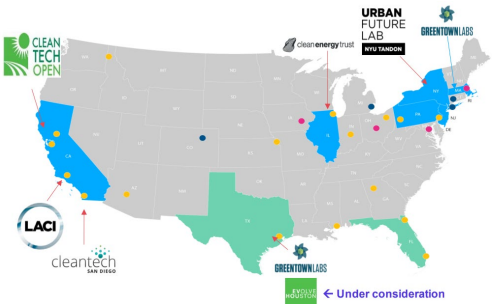


Figure No. 1: *ENGIE New Ventures investments depicted by geography and partner agency, above.*

Infrastructure Renewal (Replace Aging Infrastructure)

The focus of the City's solicitation is performing investment grade energy performance audits and comprehensive energy management and energy-related capital improvement services to replace aging infrastructure and achieve efficiencies for various City buildings, structures, lighting and facilities financed through guaranteed costs savings. ENGIE is one of only a handful of companies that offers true design-build general construction services specializing in energy conservation measures (ECMs), building system retrofits, and renewable energy projects. ENGIE's broad technical capabilities are summarized below:

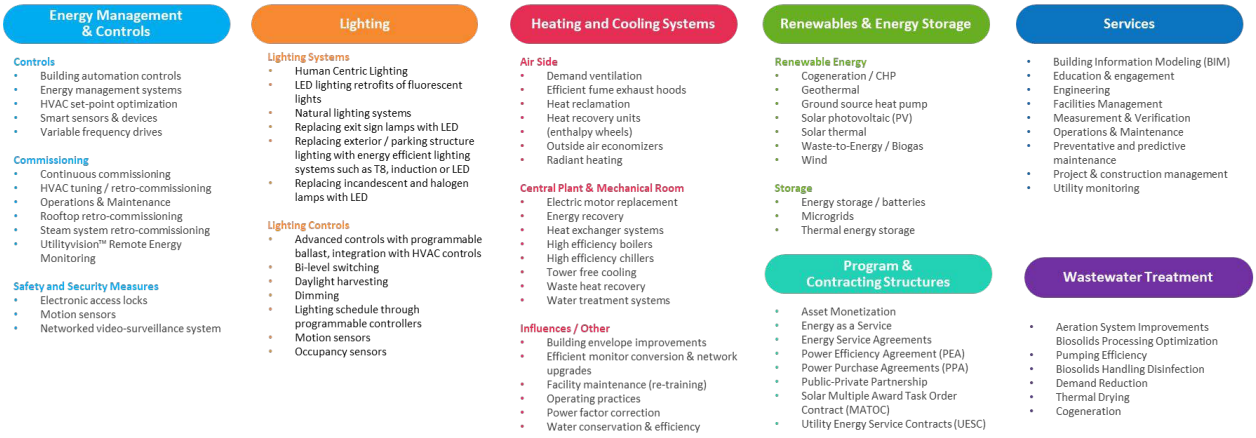


Figure No. 2: *ENGIE's Broad Technical Capabilities*

As a design-build, comprehensive energy services partner serving the public-sector, ENGIE brings a diverse array of capabilities. We use our technology and expertise to create customized solutions that best fit each of our customers' unique needs. For instance, ENGIE has retrofitted over 1,800,000 lighting points globally, providing us with a breadth of streetlighting replacement expertise.

For Hollywood's water and wastewater facilities, ENGIE brings expertise in water/wastewater plants including reverse osmosis, coagulation, flocculation, filtration, and disinfection for water plants and aeration, aerobic and anaerobic digestion, biogas preparation and utilization, sludge drying, thermal hydrolysis, and newer methods of biosolids stabilization for wastewater plants. This expertise is driven through our in-house process engineer, Ravi Bhaskar, PhD, who specializes in energy and operational efficiency improvement measures in water and wastewater treatment plants. Ravi uses a triple bottom line approach to efficiency measures yielding economic, environmental, and social benefits. He is responsible for developing water and wastewater projects from first call through preliminary analysis, IGA, engineering, construction, and commissioning. He has worked on projects that included control systems design, aeration optimization, biological nutrient removal (BNR) process retrofits, biosolids process optimization including sludge drying, thermal hydrolysis, and aerobic and anaerobic digestion systems.

In addition, as a beach town whose robust tourism helps support economic development, the cleanliness of Hollywood's water and shoreline are a priority. Through our community impact professionals, we can explore sustainability measures such as beach clean-up days, creating awareness around efficiency measures and their impact on water, and smart city technologies (e.g.

traffic redirection for cars, signage to reduce congestion, etc.) that may help foster a clean community.

Identify and Implement Enhanced Revenue Generating Services

Like most cities, Hollywood has been adversely impacted by the COVID-19 pandemic. As a result, identifying creative ways to fund initiatives that will bring new revenue and/or savings to the City is paramount. Through an ENGIE-guaranteed energy savings project, the City can improve its infrastructure and achieve General Fund savings that can be redirected toward other priorities like coastal issues. Moreover, ENGIE also brings capabilities deploying smart city technologies that can respond to COVID-19 challenges in a variety of ways. This includes implementing technologies to improve indoor air quality, the Internet of Things (IoT), artificial intelligence, 5G, open data and analytics. This can also create new revenue streams for the City to speed the recovery. ENGIE can finance projects in-house or off-balance sheet with no impact on Hollywood's debt or credit rating. ENGIE offers a strong balance sheet, a proven financial track record, and a favorable credit rating. ENGIE will leverage our global resources to secure the best third-party financing, grants, incentives or in-house financing. Backed by our financial resources, ENGIE is empowered to support the City's objectives by seamlessly deploying the latest global technologies to help achieve its goals.

We also view the wastewater treatment plant as an opportunity for revenue generation as it has been for other customers. For instance, at a past project, Ravi Bhaskar led at Kent County, Delaware WWTP, Ravi evaluated the cash flows from high strength waste tipping fees to be processed by anaerobic digestion. The source of the waste was a large chicken processor nearby. The revenue made a significant contribution to the viability of the project and greatly reduced the payback period.

We are confident that the ENGIE team brings the highest value and lowest risk to the City due to our public sector experience, company balance sheet and stability, and ability to partner with the City on a unique, customized community engagement program. We look forward to the opportunity to be selected as the City's partner for this important program.

Firm Qualifications and Experience

Firm Qualifications and Experience

Respondents are to submit a complete information package and documentation that demonstrates their ability to satisfy all of the minimum qualifications and scope of service requirements. Indicate the firm's number of years of experience in providing the professional services as it relates to the work and services contemplated. Provide details of past projects for agencies of similar size and scope, including information on your firm's ability to meet time and budget/cost saving requirements. Indicate business structure, i.e.: Corporation, Partnership, or LLC. Firm should be registered as a legal entity in the State of Florida and you shall include the firm address, phone number, fax number, email address, web site, contact person(s), etc. Relative size of the firm, including management, technical and support staff; licenses, certifications, credentials, and any other pertinent information shall be submitted.

ENGIE Services U.S. Inc. (corporation) has been in continuous operation for 48 years and unlike many of our competitors, has strictly been an ESCO for our entire company history. ENGIE offers true design-build general construction services specializing in energy and water conservation, building system retrofits, and renewable energy projects for the public-sector. We finance, design, build, operate, maintain and manage building systems and energy infrastructure projects. Our partnership approach delivers "paid from savings" programs backed by a performance guarantee for our customers. ENGIE is accredited by the National Association of Energy Service Companies (NAESCO) and has always met all the requirements to be re-accredited. We hold the Energy Services Provider (ESP) level, which is the highest level an energy service company (ESCO) can attain. NAESCO accreditation recognizes a company's technical and managerial competence. ENGIE first received our ESP accreditation in 1996 and have successfully renewed the accreditation ever since. ENGIE is also included on the U.S. Department of Energy's (DOE) Qualified List of Energy Service Companies.


NAESCO ACCREDITED
Energy Service Provider

Certificate of Accreditation

This is to certify that

ENGIE Services U.S. Inc.

has participated in the Accreditation Program and Review and has been recognized by the National Association of Energy Service Companies to be an Accredited **Energy Service Provider.**

Michael Perna
Chairman

Timothy D. Unruh
Executive Director

November 2020
Certification of Accreditation covers a period of 36 months from date of issuance.
Accredited since 1996.

Figure No. 3: *Certificate of NAESCO Accreditation*

Minimum Requirements

As specified in the City's RFQ, ENGIE meets the City's minimum requirements as follows:

ENGIE has deep experience conducting and documenting investment grade energy audits and implementing approved energy savings recommendations for various government buildings of at least 10,000 square feet in size. On average, ENGIE audits 150 million square feet a year for public sector customers and has performed over 375 energy audits in the past 10 years (2.8.1). ENGIE has provided three verifiable references in both the vendor reference verification form and later in this section (2.8.2).

In addition, ENGIE meets the following requirements included the RFQ:

- ***Must provide examples where they have reviewed applicable FPL utility rate structure applied at each facility as part of an investment-grade review.***

ENGIE has conducted investment-grade audits where we have reviewed FPL utility rate structures at each of the customer's facilities. An example would be our projects at Broward County. Additional detail on this customer is provided later in this section. Our partnership at Broward County includes strategic master energy plan that identified 30 conservation projects county-wide and implementation of $6 million worth of projects, spanning libraries, parks, government buildings, parking lots, transit terminals, and other public infrastructure.

- ***Must provide a guarantee that annual energy cost savings will meet or exceed the amortized costs of the energy-saving capital improvements. Improvements must result in a guaranteed minimum energy savings with payment to the ESC for services linked to the verified achievement of project savings.***

The ENGIE guarantee specifies that enough energy and operational savings will result over the term of the program to pay for all costs associated with the plan, including engineering analysis, equipment, installation, engineering design, construction management, commissioning, training, monitoring and verification and debt service.

Savings guarantees are structured based on each customer's contractual preference, but typically range between five and 20 years. We offer a highly competitive guarantee that can be customized to meet the individual needs and requirements based on the specific host site needs, system size, rate tariffs and final designs. We will match any commercially viable guarantee offered by a responsible supplier.

On average, our PV systems perform 108.2% over the guaranteed generation. This gives us a high level of confidence in our ability to deliver on our performance guarantee. Our M&V team has ongoing guarantees that total over $800 million.

Should provide examples of methodology for tracking and verifying energy/water/cost savings.

To estimate energy savings, ENGIE uses proven engineering methods including computer modeling, graphical analysis, sub-metering and testing of facilities, spreadsheet analysis, and field M&V. Our goal is to select an M&V approach that is straightforward and can be easily verified by the City and/or their third-party reviewer. ENGIE mitigates risk to the City and guarantees performance by establishing a baseline energy use, predicting the savings reduction by using industry established building modeling and calculations, and monitoring and verifying the energy reduction throughout the guarantee. We understand that selecting an appropriate M&V plan is key to the success of the contract. To assure confidence in these processes, ENGIE follows the International Performance Measurement and Verification Protocol (IPMVP). NAESCO recognizes this protocol as the standard guideline of how savings resulting from energy conservation projects should be measured.

The IPMVP defines four broad options for measurement and verification of energy savings. Each option is applicable to specific situations, and oftentimes, more than one option is possible. Multiple

options are often implemented on a single project. The IPMVP options are categorized in the table below with application samples.

	Option A	Option B	Option C	Option D
Savings Calculation	**Engineering Calculations:** Short-term or continuous post-retrofit measurements	**Engineering Calculations:** Short-term or continuous measurements	**Analysis of Whole Facility:** Utility meter/sub-meter data	**Energy Use Simulation:** Calibrated with hourly or monthly utility billing data of end-use metering
Example Application	Measure power draw periodically for a lighting retrofit.	Apply controls to vary the load on a constant speed pump using a variable speed drive. A kWh meter is installed to measure actual energy use of the drive.	Multifaceted energy management program affecting many systems in a building. Measure energy use via gas and electric utility meters for a 12 month base-year period and throughout the post-retrofit period.	Multifaceted energy management program affecting many systems in a building, but where no base year data is available. Measure post-retrofit energy use by utility meters and base year energy use is determined by simulation using a calibrated model.

Figure No. 4: *IPMVP Options.*

Implementation of a verification plan for the diverse types of ECMs typically involved in a performance contract usually requires a combination of methods to measure savings. Even for a given ECM, verification categories may be crossed by combining a stipulated and an end-use measurement component into the savings calculation. Factors that guide the selection of an M&V method for each ECM include:

Attribute	A	B	C	D	S
Cost of Measurement vs. Savings	●	✖	○	○	●
Timing of ECM Installation	●	●	✖	●	●
Likelihood of Future ECM's	✖	●	○	●	●
Likelihood of Future Construction	●	●	○	●	●
Complexity of ECM's	✖	●	●	●	○
Level of Interaction between ECM's	✖	○	●	●	○
Historically Dynamic Facility	●	●	○	✖	●
Likelihood of Savings Degradation	✖	●	●	✖	✖
Low Savings Percentage	●	●	✖	●	●

● **Compatible Method** ✖ **Incompatible Method** ○ **Method may be compatible**

Figure No. 5: *IPMVP option factors (S indicates stipulated savings).*

Due to the variables and dynamics that are unique to each performance contract, and often to each facility within a performance contract, an individual M&V plan must be developed for each situation. While the specifics may vary, the general method employed will always follow one of the techniques outlined in the IPMVP Guidelines.

Should provide examples of repayment schedules and structure if the guaranteed savings are not met in any given year.

No ESCO writes a performance guarantee expecting the project to come up short on its guarantee, but nonetheless this does occasionally happen. In fact, an ESCO that has entered more than twenty energy guarantees likely has some experience with a project that failed to perform according to expectations.

There are several reasons why this can happen, but the root cause of most guarantee shortfalls can be traced back to the ESCO lacking a piece of key information (or misunderstanding) about how a facility is operated, or how its systems are controlled.

ESCOs will diligently investigate site conditions, interview building occupants and system operators, and in some cases, build a computer simulation of how the buildings operates. But there are times when building energy consumption cannot be explained based on the information gathered, and as with any other commercial enterprise, the cost of gathering additional data can simply outweigh the perceived risk of proceeding with an unconfirmed assumption or two.

If a shortfall is detected, the source is typically identified, and often a remedy can be implemented that will increase the energy savings without impacting the customer operationally. Typically, this solution cannot be implemented in time to fully avert a shortfall and the ESCO will need to make a guarantee payment.

Missed savings challenge our project team to find where our solutions are going wrong and to correct them. At the Williamson County Schools in Tennessee, for example, we missed our guarantees for the first two years, but our team continued to work with the district to correct the issue and by year three we were exceeding the guarantee.

If the energy savings fall short of the yearly guarantee amount, ENGIE will provide reconciliation for the shortfall. The performance guarantee is provided as an option to the customer and is backed by our strong financial resources.

As previously mentioned, nationwide, the team's combined actual savings and production is 108.2% over guarantee for the most recently reconciled year. Missed guarantees are paid to the customer promptly and without hassle.

Should provide examples of how costs are recovered or charged for initial energy audits.

ENGIE will provide an IGA and project development services according to ASHRAE II/III standards **at no charge ($0 per square foot)**. Our IGA services will be provided based on a good-faith commitment that the City will select ENGIE to implement some or all the recommended measures.

ENGIE does not bill customers on an hourly rate for any type of service. As a design-build energy services contractor, we provide our customers with an engineered scope of work and price for a turnkey project that includes all necessary permitting, engineering, design, installation,

commissioning, delivery, training and education, warranty service, regulatory compliance, and on-going services. ENGIE determines fees for engineering and professional services including design engineering, project and construction management, guarantee services, and commissioning based on project scope, requirements, and cost. Project costs are calculated using accepted industry standards based on the type, size, and complexity of the project. ENGIE has a straightforward open-book pricing approach that assures our customers receive a top-performing project at a fair and reasonable price. The following costs apply:

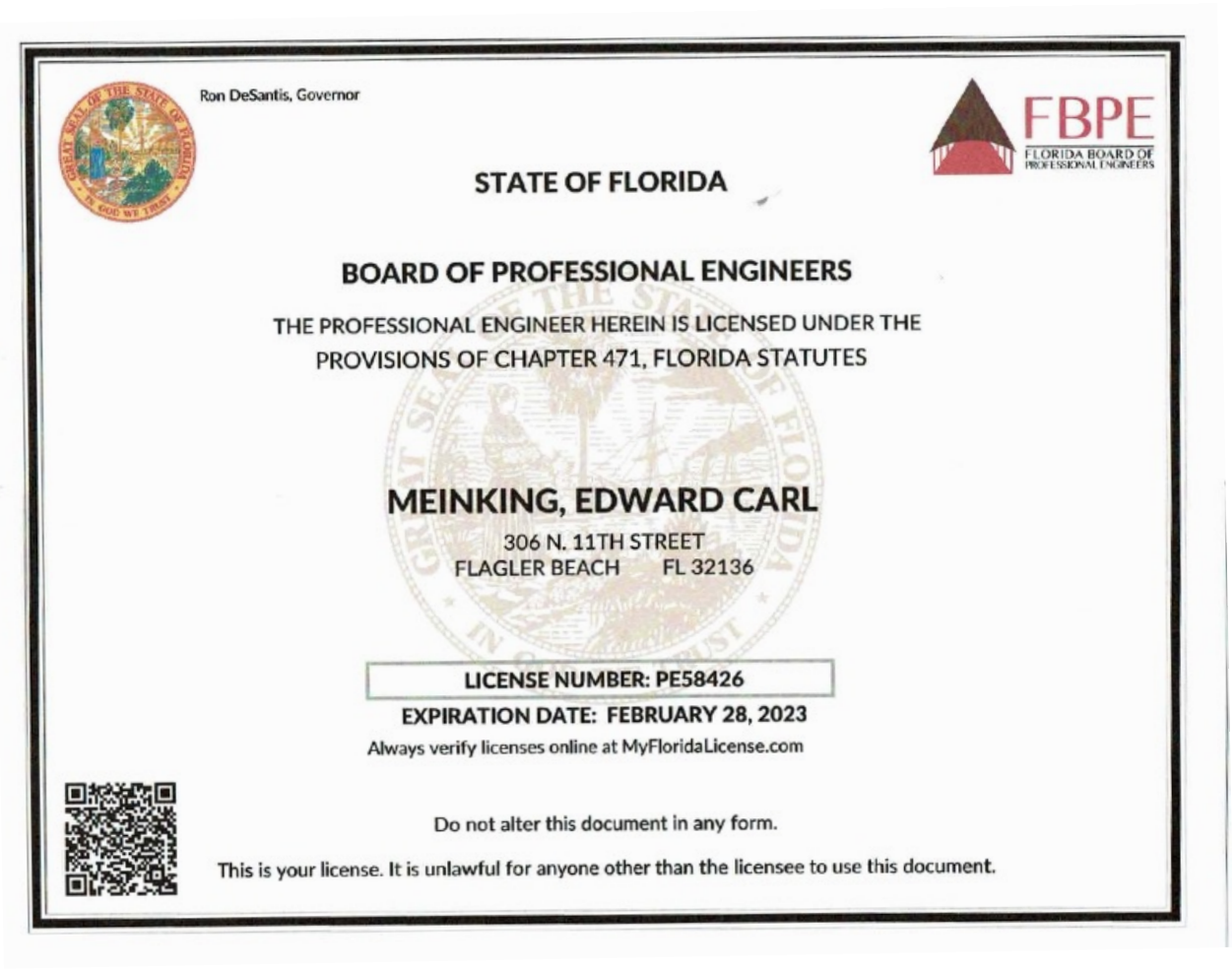
General Cost Recovery Categories	
Overhead	10% of total project cost
Profit	5% of total project cost

Should provide examples of what areas are covered or reviewed in an investment grade audit for water and energy uses.

A summary of areas covered and reviewed during the IGA is provided in the Approach to Work section.

Florida Specific Credentials

ENGIE is one of the largest energy efficiency companies in the world with a strong local presence in South Florida at 1451 W. Cypress Creek Road, Suite 300 Ft. Lauderdale, FL 33309. Led by Business Development Manager, Joseph Repole, and Project Manager, Edward Meinking, our local team will deliver a program that supports Hollywood's objectives.



Ron DeSantis, Governor

STATE OF FLORIDA

FBPE
FLORIDA BOARD OF PROFESSIONAL ENGINEERS

BOARD OF PROFESSIONAL ENGINEERS

THE PROFESSIONAL ENGINEER HEREIN IS LICENSED UNDER THE PROVISIONS OF CHAPTER 471, FLORIDA STATUTES

MEINKING, EDWARD CARL

306 N. 11TH STREET
FLAGLER BEACH FL 32136

LICENSE NUMBER: PE58426

EXPIRATION DATE: FEBRUARY 28, 2023

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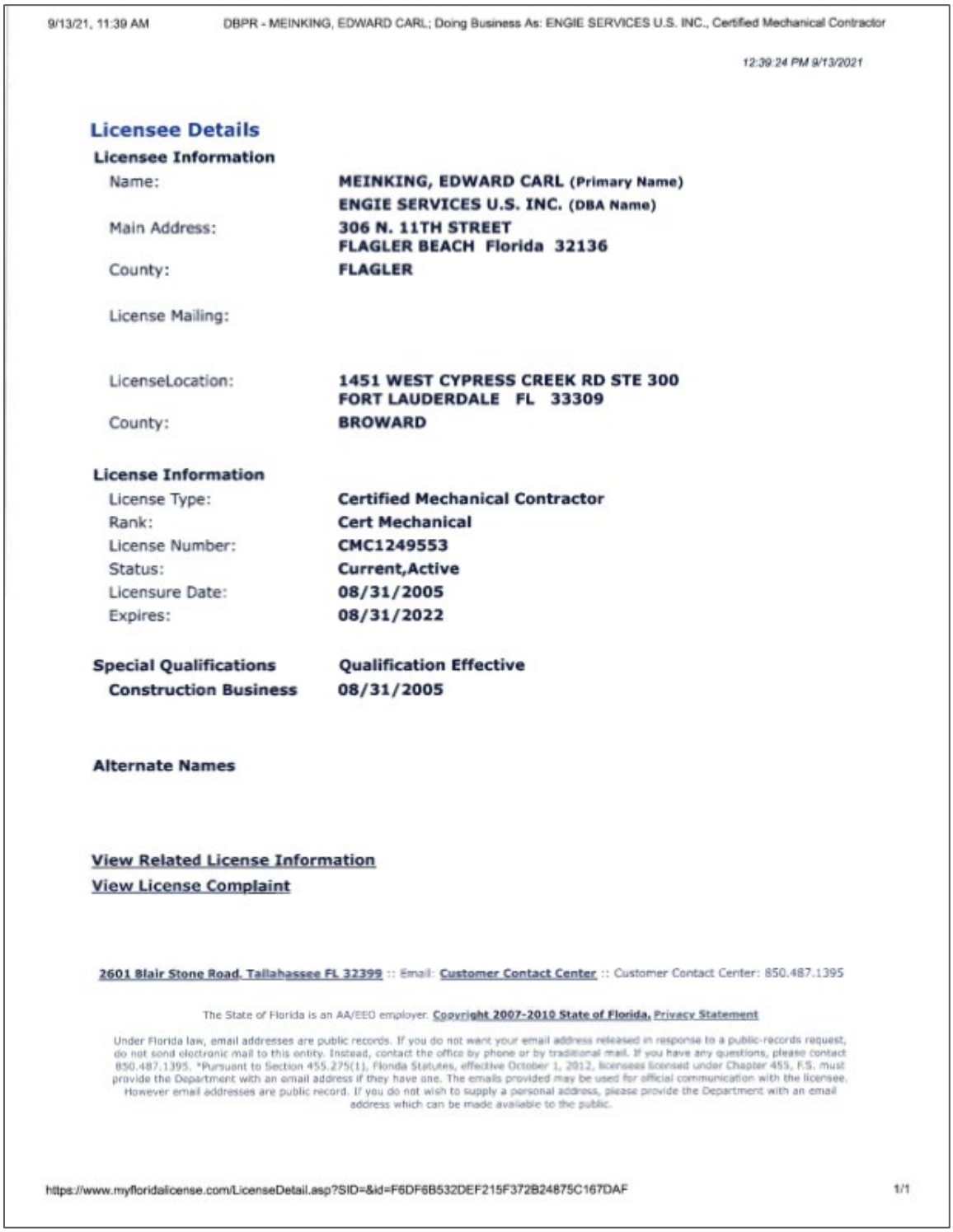
Figure No. 6: *ENGIE Project Manager, Ed Meinking's, Professional Engineer license.*



9/13/21, 11:39 AM DBPR - MEINKING, EDWARD CARL; Doing Business As: ENGIE SERVICES U.S. INC., Certified Mechanical Contractor

12:39:24 PM 9/13/2021

Licensee Details

Licensee Information

Name:	**MEINKING, EDWARD CARL (Primary Name)**
	ENGIE SERVICES U.S. INC. (DBA Name)
Main Address:	**306 N. 11TH STREET**
	FLAGLER BEACH Florida 32136
County:	**FLAGLER**
License Mailing:	
LicenseLocation:	**1451 WEST CYPRESS CREEK RD STE 300**
	FORT LAUDERDALE FL 33309
County:	**BROWARD**

License Information

License Type:	**Certified Mechanical Contractor**
Rank:	**Cert Mechanical**
License Number:	**CMC1249553**
Status:	**Current,Active**
Licensure Date:	**08/31/2005**
Expires:	**08/31/2022**

Special Qualifications	**Qualification Effective**
Construction Business	**08/31/2005**

Alternate Names

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View License Complaint

2601 Blair Stone Road, Tallahassee FL 32399 :: Email: Customer Contact Center :: Customer Contact Center: 850.487.1395

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https://www.myfloridalicense.com/LicenseDetail.asp?SID=&id=F6DF6B532DEF215F372B24875C167DAF 1/1

Figure No. 7: *ENGIE certified mechanical license.*

Respondent shall submit proof of experience for a minimum of three projects of similar scope and scale (or larger) and shall, for each project listed, identify location; key dates; project name and overall scope; scope of work that was self-performed by Respondent; and client's name, address, telephone number and email address.

ENGIE has implemented economically viable, comprehensive energy programs for over 500 public sector customers throughout the US. The ENGIE portfolio has generated over $2.8 billion in utility savings for our public-sector customers. In the past three years alone, ENGIE has implemented nearly a billion dollars in energy savings performance contracts. Our proven results and diverse experience demonstrate our reliability and credibility required to deliver various aspects of the City's energy and water efficiency and renewable energy goals. References include, but are not limited to, the following:

Broward County, FL

Biogas cleaning system
and new fats, oils and grease system

1.99 MW
cogeneration system

30
Distinct conservation projects

44
HVAC units replaced

10%
of total project cost saved

Broward County Water and Wastewater Division worked with ENGIE beginning in 2015 to implement a cogeneration system at the wastewater treatment facilities.

Reference
Mark Darmanin
Project Engineer
Pompano Beach, FL
(954)-831-0908
mdarmanin@broward.org

- Installed a completely new system that collects fats, oils, and grease and sends it directly to the anaerobic digesters for more efficient treatment
- Installed a new cogeneration engine generation system with the capability of producing up to 1.99 MW of power
- Provided electrical and control integration for the operation of the new systems

After ENGIE delivered the cogeneration system at Broward County's wastewater treatment facilities, county officials recognized the need for a comprehensive modernization program. Having committed to a community-wide greenhouse gas emissions reduction goal of 80% compared to 2007 levels by 2050, it was clear that sustainability would need to lie at the heart of the county's infrastructure

transformation. And with only limited resources at its disposal, the county required a flexible, cost-justified approach to procurement. ENGIE was brought on board to audit its remaining public infrastructure and co-author a strategic master energy plan that would help the county meets its goals. ENGIE started working on priority projects from the plan, which are already delivering against the county's modernization and sustainability requirements.

ENGIE's strategic master energy plan identified 30 conservation projects county-wide. Construction of approximately $6 million worth of projects, spanning libraries, parks, government buildings, parking lots, transit terminals, and other public infrastructure, commenced immediately.

- Replacement of 44 HVAC systems
- Exterior and interior lighting upgrades across 15 locations
- Building Automation System installation and upgrades across three libraries
- Installation of network programmable thermostats
- Solar PV installation on the top floor of a parking garage, which will generate 694,138 kWh of energy annually
- Extensive plumbing fixture upgrades
- Significant building envelope improvements across nine locations
- Water and sewer conservation measures, including installation of a cooling tower sewer meter

With budgets tight, ensuring value for money was a key consideration for county officials and important to the communities they serve. Thanks to ENGIE's energy performance contract (EPC), Broward County benefits from a clear path to achieving a return on its infrastructure investments, enabling it to justify every dollar spent.

ENGIE's unified procurement vehicle provides the county with a "one stop shop" for its conservation program, which simplifies and accelerates project delivery across the county. Additionally, the strategic master plan co-authored by ENGIE and Broward County provides a menu of projects that can be activated at the discretion of county officials. This modular approach provides greater control over the delivery of conservation projects.

By working with ENGIE across the scoping, design, and build phases of its infrastructure modernization, Broward County benefitted from a smooth and efficient rollout. Significantly, there was no need to issue any change orders for errors or omissions during the project — something that is rare in a project of this scale, and which has saved approximately 10% on the total cost of the modernization program.

City of Milpitas, CA

2,185
City-wide LED streetlight retrofits

4,453
streetlight controls upgrades

15,600
advanced metering infrastructure water meters with leak detection

In 2020 during the COVID-19 pandemic and following two years of development and stakeholder engagement and pivoting to virtual work, ENGIE contracted a $34 million smart city and resiliency program with the City of Milpitas. The program, which is currently in construction, will deliver a sophisticated bundling of energy and water conservation measures expected to reduce utility consumption by more than 4,200,000 kWh of electricity per year to serve and advance the City's climate ambitions.

Reference
Tony Ndah, PE
Public Works Director
Milpitas, CA
(408) 586-2602
tndah@ci.milpitas.ca.gov

Our project integrates energy, water, and community engagement offerings including:

- 2,185 City-wide LED streetlight retrofits; 4,453 streetlight controls upgrades; public park, sports field, City building, and community facility LED lighting; electric vehicle charging stations; over 200 kW of solar; and a battery energy storage and microgrid solution for backup resiliency at critical community facilities
- Extensive water, wastewater, and stormwater automation through design and installation of a new SCADA system; 15,600 advanced metering infrastructure water meters with leak detection; and touchless efficient water fixtures
- Integrates community impact offering inclusive of workforce and cation opportunities tied to the broader energy and water program through a CivicSpark fellowship partnership designed by our customer engagement team
- ENGIE will begin the installation of commercial and residential smart water meters and smart LED streetlights throughout the City resulting in an expected savings over $1,500,000 in energy and water costs per year and over $690,000 in maintenance costs.
- ENGIE helped the City secure nearly $2,000,000 in state, local, and utility incentives to fund various parts of the program, including microgrids, water meters, and EV charging.
- Program balance is funded through revenue lease bonds and capital budget allocations.
- Five years of operations and maintenance and a performance guarantee
- Smart cities components include dimmable LED streetlights with outage detection and ability to detect pole wiring issues, AMI water meters with burst-pipe detection and data portal to allow customers to view and analyze real-time water usage, forthcoming City website designed by ENGIE with real-time energy and water savings and other sustainability information for the community.

City of Pismo Beach, CA

Winner of the
2020 Smart 50 Award
an annual competition for Smart City initiatives

ENGIE's Unlock Process™
developed a roadmap to serve as a prioritization and implementation guide for the five City projects.

The City of Pismo Beach aimed to use technology to collect, communicate, and analyze data to improve the design and operations of its core systems and programs, as well as citizen and tourist engagement, for greater efficiency and effectiveness, the City's sustainability, resilience, bottom line and quality of life and visitor experience will improve as a result.

Reference
Jim Lewis
City Manager
Pismo Beach, CA
(805) 773-7003
jlewis@pismobeach.org

In 2018, ENGIE used its Unlock Process™ as a guiding framework to uncover City priorities, opportunities, and strategies to improve the use of technology and data in Pismo Beach.

Through the Unlock Process ™, ENGIE discovered that citizen engagement, transportation and water infrastructure were the primary areas for improvement. ENGIE developed a roadmap to serve as a prioritization and implementation guide for the five City projects identified in the workshop and developed a smart city parking strategy, smart water meters, improvements to the City's website, an enhancement project at Pomeroy Promenade, and highway digital signage.

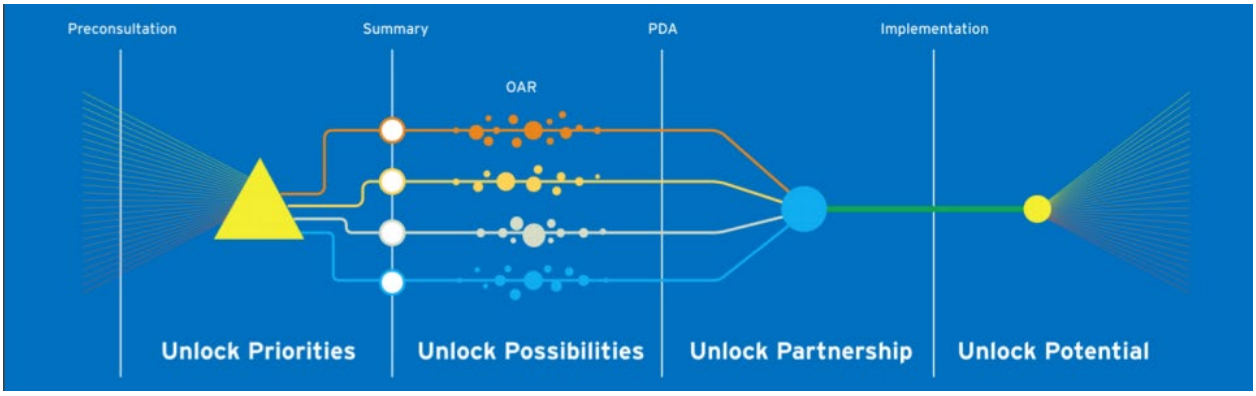

Figure No. 8: *ENGIE Unlock Process*

By improving how smart parking meters are leveraged, Pismo Beach will expand on a dynamic parking price model based on collected data to decrease congestion, increase revenue and create smartphone apps for parking wayfinding.

To continue working toward Pismo Beach's water conservation goals, smart water meters detect

leaks, show consumers real-time water use to encourage conservation, and reduce water loss.

Online improvements in information tools, e-services, utility, transparency, and civic engagement features of the City website will increase the effectiveness of Pismo's communication and service to residents and visitors.

Digital signs installed in downtown Pismo Beach facilitate the temporary closure of three blocks of Pomeroy Avenue to cars during peak capacity days, increasing pedestrian accessibility and improving traffic flow. Dynamic message signs on the CA-101 freeway are also remotely changed to divert additional traffic in downtown Pismo Beach during peak congestion times, such as weekend events or popular tourism days.

ENGIE also developed a scope to replace linear fluorescent T-8 and T-12 lamps and ballasts and incandescent lamps with LED technology at six sites, replace HVAC package units and split systems at three sites,

Our smart city partnership with Pismo Beach establishes it as a regional technology leader, stimulates the local economy, provides local jobs and reduces greenhouse gas emissions equivalent to removing 225 cars from the road annually.

This project won a 2020 Smart 50 Award, an annual competition for Smart City initiatives.

Organizational Profile and Project Team Qualifications

Organizational Profile and Project Team Qualifications

This section shall include a detailed profile of the organization and identify the project team. Providing this information on an organizational chart is recommended. This section shall also include resumes and credentials of the project team. Lastly include details of how each project team member will contribute to the project, in what capacity, and the level of involvement and their expertise. Provide a comprehensive summary of the experience and qualifications of the individual(s) who will be selected to serve as the project manager(s) and/or team members for the City.

To meet the needs of the City, ENGIE has assembled an in-house team of resources:

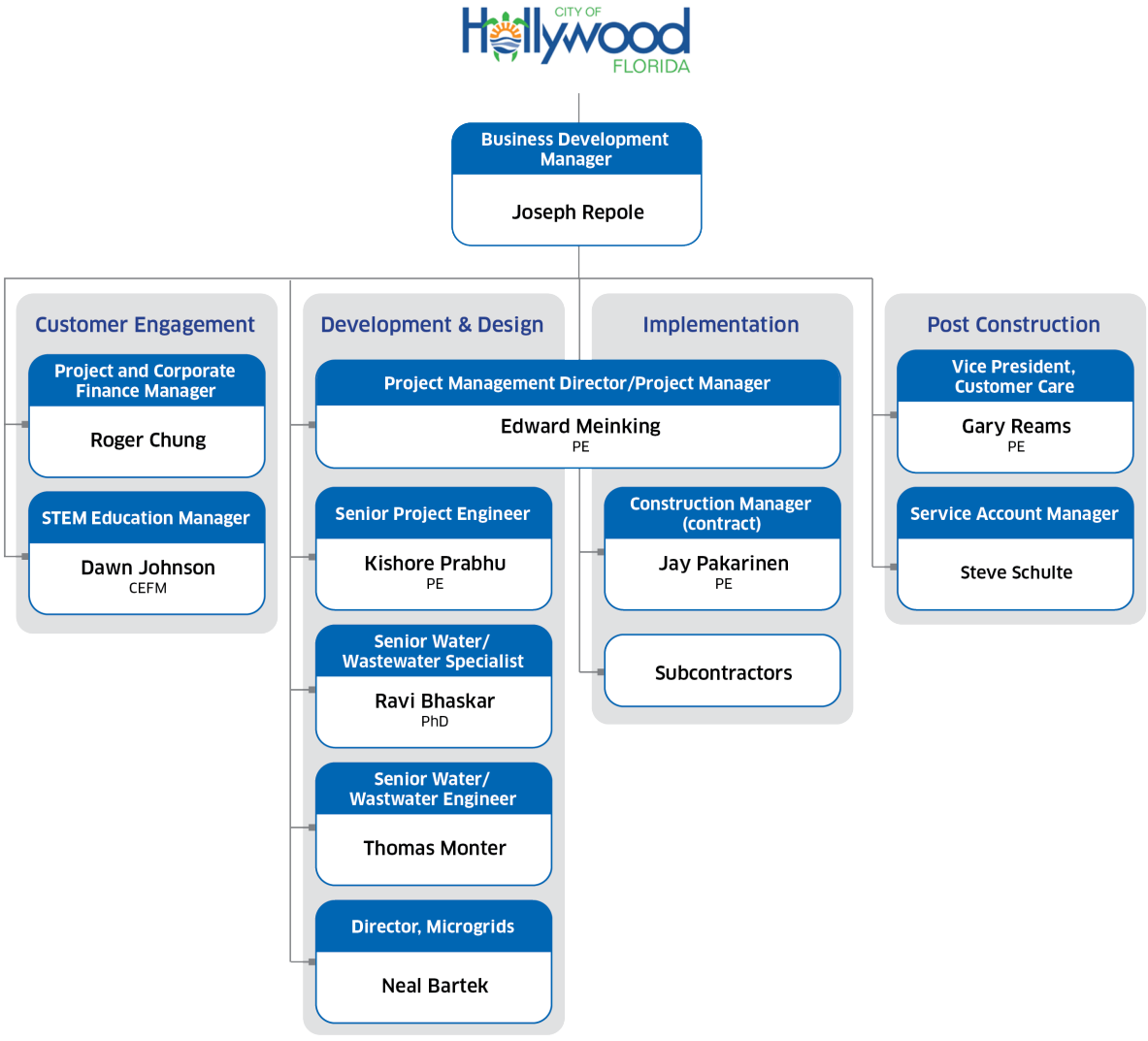

Figure No. 9: *ENGIE's proposed team for the City's project.*

Our team covers the following key areas:

Engineering (Development) – Our approach to every project is to establish a consultative partnership. Therefore, ENGIE begins its partnership with a kickoff meeting to understand needs and challenges, identify problem areas, and prioritize. This lays the framework for effective communication across City stakeholders to advance timelines that work for you. Once problem areas and priorities are identified, ENGIE will conduct a full audit. ENGIE begins every project with an investment grade audit to determine baseline energy use, seasonal variation, and effective energy costs. The energy assessment includes a review of utility data, consideration of any existing tracked utility baseline data, and site walks. Once an audit is completed, ENGIE runs energy models using the collected data to estimate system performance and simulate the yield of measures. This allows us to determine the most viable design at each site. As a best practice, we design to maximize customer benefit.

Construction Management – ENGIE manages all construction activities through our construction managers responsible for construction scheduling, subcontractor and vendor coordination, safety programs, security issues, permits and licenses, and progress meetings with subcontractors and vendors. The on-site construction manager will ensure there is a managed process incorporating all City inputs, goals and needs into a successful energy savings project.

Project Finance – ENGIE brings a robust portfolio of experience to the City of leveraging funding and maximizing resources for clients in the public-sector. We bring strong and unique expertise in structuring financial solutions from multiple funding sources to maximize program impact. Our in-house project finance department assists with identifying project funding and obtaining financing. We have assisted in the financing of more than $1.25 billion in performance contracts (paid from savings projects) for our public-sector customers throughout the US. We have successfully developed projects that leverage funds and financing with low interest financing, grants, rebates, utility incentives, state funds and local and state bond proceeds without requiring any additional capital from City budgets.

Customer Care – ENGIE's team includes M&V professionals. Throughout the energy savings term, we will submit annual Performance Guarantee Reports that shows a precise calculation of the energy conservation savings during the corresponding measurement period. Kilowatt-hours (kWh) produced by the system(s) will be measured using automated metering. Measured interval production kWh will be compared against production shown on the monthly utility bills, and any differences will be reconciled. To monitor data acquired from our energy projects, we use a proprietary web-based system, Utilityvision™. Our customer care team also includes ENGIE's O&M personnel that help ensure equipment warranties remain valid and that our systems produce at or above guaranteed production levels. ENGIE believes that a strong preventative maintenance program ensures reliability and efficiency standards are met.

Community Engagement - One of our values as an organization is impact. We measure impact not only by the savings we generate and emissions we offset but also by our ability to positively impact the core mission, vision, and values of our partners. Our customer engagement team can work with the City in several ways to increase our value on the project, and develop a customized, co-authored program.

Résumés of key personnel are provided on the forthcoming pages.

Joseph Repole, CEM
Business Development Manager

Education, Licenses, and Certifications

BE, Bachelor of Engineering Mechanical Engineering, Stevens Institute of Technology, Hoboken, NJ

MBA, Stevens Institute of Technology, Hoboken, NJ

CEM – Association of Energy Engineers

Joseph brings almost 30 years of experience in project development, customer relations management, and implementation of a wide variety and unique performance contracting projects. He is always readily available and will be directly involved with the City's performance contracting project, both as a manager and a resource for the county. With broad experience in the energy efficiency industry, Joseph provides technical knowledge of building automation systems, integration technologies, and infrastructure improvements. He is involved in the development of the projects from inception through construction and into the guarantee period. Joseph has been involved in the region's growth and development of energy and sustainable infrastructure projects with guaranteed results for the Florida east coast public sector.

Representative Project Experience

Project	Description
Leon County Tallahassee, FL	Comprehensive countywide infrastructure modernization program including LED lighting upgrades, water conservation measures, weatherization, sports stadium lighting upgrade, ionization systems for deactivating COVID-19 pathogens and HVAC unit replacements and controls upgrade. Energy Conservation Measures (ECMs) will reduce greenhouse gases from government operations by 30% by 2030 from the 2015 baseline.
City of Heane, TX	Design and implementation of a comprehensive lighting upgrade project for 1,621 streetlights and heating, ventilation, and air-conditioning (HVAC) improvements in City Hall. The improvements will result in annual energy and operational savings of over $116,000 over the fifteen-year term of the contract.

Edward Meinking, P.E.
Project Director/Project Manager

Edward Meinking has over 25 years of experience in energy saving performance contracting. His development work focuses on creating solutions that provide value to the customer while creating utility and operational savings. Edward has extensive experience working with various building types, including higher education facilities, hospitals, public schools, municipalities, and post offices. Edward has taken projects from initial development to the development of engineering specifications and drawings, and into the construction phase. He is skilled at developing energy management programs tailored to fit each facility. Edward maintains project scheduled and budgets and facilitates timely resolution of client/contractor issues.

Education, Licenses, and Certifications

BS, Mechanical Engineering, University of Missouri - Kansas City

Registered Professional Engineer (PE) – Alabama, Florida, Idaho, Illinois, Indiana, Mississippi, Missouri, New Mexico, North Carolina, and South Carolina

Representative Project Experience

Project	Description
City of Jacksonville, FL	Senior project manager for this multi-phase energy management program Phase I - Managed analysis, design, and construction for $7.2 million budget Phase II - Conducted analysis for a $5.5 million budget project
South Florida Water Management District, West Palm Beach, FL	Senior project director: managed analysis, design, and construction for a $3.3 million energy management program

Kishore Prabhu, PE
Senior Project Engineer

Education, Licenses, and Certifications

BS, Mechanical Engineering, Bangalore University

MS, Mechanical Engineering, University of New Orleans

Registered Professional Engineer (PE) – Massachusetts, North Carolina, Kentucky, and Florida

Kishore brings 20 years of experience to the ENGIE team. providing sales support and development and execution of energy savings performance contracts projects. His expertise includes water, wastewater, and renewable energy and conservation solutions. Kishore is responsible for engineering services for ENGIE's Florida team.

Representative Project Experience

Project	Description
City of Oakland, FL	Scope included Citywide water meter replacements (~9,000) with smart meters and automated metering infrastructure. Project increased billing revenue to the city. Scope also included the installation of smart analytics system for billing and ongoing O&M, installation of backflow prevention to minimize any backflow and mixing into distribution water and upgrades to existing infrastructure
Leon County, Tallahassee, FL	Comprehensive countywide infrastructure modernization program for over 30 buildings including LED lighting upgrades, water conservation and weatherization, HVAC unit replacements and controls upgrade. tariff changes and optimizations. ECMs will reduce greenhouse gases from government operations by ~22.5% by 2030 from the 2015 baseline.

Jay Pakarinen
Construction Manager (contract)

Jay's work concerns the installation of cost-effective and efficient use of energy at various facilities. These facilities include commercial and institutional facilities, public schools, hospitals, and universities. He is skilled in performing cost analyses, computer modeling, managing the bid process, and managing construction phase of retrofits. His experience includes expertise in the areas of energy engineering, mechanical design, and project implementation. Special areas of expertise include energy analysis, building modeling, HVAC design, thermal systems design, and utility systems analysis.

Education, Licenses, and Certifications

BS, Mechanical Engineering, Florida Atlantic University, Boca Raton, FL

Registered Professional Engineer: California and Florida

Mechanical Contractor - Florida
General Contractor - Georgia

Representative Project Experience

Project	Description
Broward County, FL	Senior Project Manager: 2 MW waste-to-energy cogeneration project using digester biogas to generate electricity and engine waste heat to heat anaerobic digesters; project included new FOG receiving station to accept fats, oils, and grease from private haulers and use it to enhance biogas production; electrical and control integration to existing plant systems.
Metro Dade County, FL	Project manager: Included demolition, removal & disposal of existing chiller, controls, condenser water piping & cooling tower; Installation of premium efficiency motors & variable frequency drives for cooling towers & chilled water pumps; Installation of variable frequency drives for air handling units; Installation of 600-ton high efficiency chiller with variable frequency drive
School Board of Broward County	Construction phase coordinator and project manager: for 18 school facilities' lighting, HVAC, and plumbing renovations

Ravi Bhaskar Ph.D.
Senior Water/Wastewater Specialist

Ravi Bhaskar is a process engineer specializing in energy and operational efficiency improvement measures in water and wastewater treatment plants. He uses a triple bottom line approach to efficiency measures yielding economic, environmental, and social benefits. He is responsible for developing water and wastewater projects from first call through preliminary analysis, Investment Grade Audit, engineering, construction, and commissioning. His patents include U.S. Patent 8,221,331 for Aeration Basin Dissolved Oxygen control with off gas monitoring (Honeywell), U.S. Patent 4,513,034 for membrane with electrically controlled permeability (Merck), and U.S. Patent 5,120,349 for Microcapsule with temperature sensitive release profile (Landec).

Education, Licenses, and Certifications

- B.Sc. in Chemistry from Loyola College, Madras, India
- M.Sc. in Chemistry from the University of Madras, Madras, India
- M.S. in Chemical Engineering from the University of Kansas
- Ph.D., in Chemical Engineering, from the University of Kansas

Representative Project Experience

Project	Description
Honeywell Building Solutions Energy and Environmental Services	Supported the development of a $280 million pipeline of water treatment plants and wastewater treatment plant projects that included aeration optimization, biological nutrient removal (BNR) process retrofits, biosolids process optimization including sludge drying, thermal hydrolysis and aerobic and anaerobic digestion systems.
West County Wastewater District	Lead project engineer on a project that included head works upgrades, carbon redirection, thickening, anaerobic digestion, dewatering and sludge drying.
Rodeo Sanitation District	Lead project engineer for dewatering and secondary treatment process upgrades.
Oro Loma Sanitation District	Lead project engineer for secondary treatment and dewatering process upgrades.

Thomas Monter
Senior Water/Wastewater Engineer

Education, Licenses, and Certifications

BS, Mechanical Engineering, University of Idaho, Moscow, ID

Thomas brings 20 years of experience to the ENGIE team. He identifies and develops water, wastewater, biomass, central plants, and other renewable energy and conservation solutions. He supports project development, scope identification, equipment selection, analysis, and customer interface during development. He has extensive experience with thermal heating systems, renewable solid fuels, industrial process analysis/optimization, and wastewater design and optimization. Thomas' experience includes utility bill analysis, energy savings calculations, costing information, design specifications, and emerging technology analysis. Thomas is responsible for supporting project development, scope identification, equipment selection, analysis, and customer interface during development.

Representative Project Experience

Project	Description
City of Wadsworth Wastewater Treatment Plant	Optimized wastewater process to reduce energy usage and reliance on chemical control of phosphorus and performed BioWin modeling to verify design and predict performance
West County Wastewater District	Lead project engineer on a project that included head works upgrades, carbon redirection, thickening, anaerobic digestion, dewatering and sludge drying.
Rodeo Sanitation District	Lead project engineer for dewatering and secondary treatment process upgrades.
Oro Loma Sanitation District	Lead project engineer for secondary treatment and dewatering process upgrades.

Neal Bartek
Director of Microgrids

Education, Licenses, and Certifications

BS, Operations Research & Industrial Engineering from Cornell University

Neal Bartek is responsible for the development and implementation of methodologies, best practices and processes to ensure that ENGIE designs, procures, constructs and operates microgrid projects that meet the requirements of our customers. He is responsible for coordinating, reviewing and challenging financial and technical designs of microgrids and to approve the optimal solution. He works with other ENGIE business entities for continuous improvement and strategic alignment. Neal joined ENGIE after spending 19 years in the electric utility industry in various operations, engineering and management roles. His experience includes microgrids, energy storage, distributed controls and integrating renewable generation.

Representative Project Experience

Project	Description
Anza Electric	Leading the development, design and installation of a utility-scale microgrid to provide clean, resilient power to critical community loads. This project installs 1.8MW of solar PV, 2MW/4MWh energy storage and associated microgrid controls to integrate with the existing utility infrastructure and 2MW of solar PV.
Adventist Health	Leading the development, design and installation of a behind-the-meter microgrid to provide utility savings and resilient power to a critical medical clinic. This project installs 425kW of solar PV, 232kW/928kWh energy storage, back-up generator and associated microgrid controls. Planned Operation Date: Q3 2020
Santa Barbara Unified School District	Providing microgrid architecture and design support for 4.2 MW of solar PV across 14 District locations and six microgrids with 5.7 MWh of battery energy storage for resiliency (backup power) and peak demand charge reduction services.

Roger Chung
Project Finance and Corp Manager

Education, Licenses, and Certifications

B.S. in Management Science from University of California, San Diego (Honors, Cum Laude, Provost's, Phi Beta Kappa member and Golden Keys Honors Society member)

Project Finance and Corp Manager, Roger Chung, has arranged more than $300 million in paid from savings project financings in various structures. He is responsible for analyzing client needs/concerns and then structuring and coordinating all project financing activities to assure the optimal form and cost of financing is obtained. Financing activities include, but are not limited to proposal solicitation, evaluation, and negotiation. He spends significant time building and maintaining relationships with leading financial vendors in the energy services arena. Roger also works with project teams in reviewing the financial aspects of proposed energy projects (e.g., interest rate assumptions, capitalized interest calculations, graduated payment calculations and the financial implications of the project from the client's perspective).

Representative Project Experience

Project	Description
City of Grass Valley	Project finance manager: secured financing for $5 million at 3.8% for 20 years.
City of Yuba City	Project finance manager: secured financing for $5 million at 2.89% for 15 years.
County of Riverside	Project finance manager: secured financing for $55 million at 3.33% for 20 years.
Solar PPAs	Coordinated PPA with ENGIE for many customers, including, but not limited to: • County of Kings (3.8 MW solar PV and 500 kW battery energy storage system) • County of Tulare (9.2 MW solar PV and 1 MW battery energy storage system) • County of Madera (1.9 MW solar PV) • Moreno Valley Unified School District (6.8 MW solar PV) • Huntington Beach Union High School District (7.8 MW solar PV)

Gary Reams
Vice President, Customer Care

Education, Licenses, and Certifications

BS, Mechanical Engineering, Purdue University, West Lafayette, IN

Registered Professional Engineer – Missouri

Certified Measurement and Verification Professional (CMVP) – Association of Energy Engineers

U.S. Green Building Council – LEED for Existing Buildings (2007)

Association of Energy Engineers 3D Load Profiling Techniques (2006)

Association of Energy Engineers Fundamentals of Measurement and Verification: Applying the IPMVP (2006)

ASHRAE – Air System Design and Retrofit (1994)

Boiler Efficiency Improvement (1993)

Gary leads our customer care team comprising 59 in-house experts that implement our operations and maintenance (O&M) and measurement and verification (M&V) projects for public sector customers. His team provides field services (site based technical services, small projects, repairs, preventative maintenance), reporting and optimization (M&V reporting, customer success reporting, performance alarming, performance optimization), digital monitoring (deployment, management, enhancement and leveraging existing digital tools to enable delivery of services), participating in digital roadmap development), and account management (ongoing CRM post-construction, program results messaging). Customer care is responsible for quantifying, reporting, and managing the organization's ongoing energy guarantee portfolio, which exceeds $800 million. He also manages the development and operation of UtilityVision, ENGIE's proprietary internet-based energy information tool.

Representative Project Experience

Project	Description
Multiple	Providing O&M, M&V, and energy analysis support services to over 700 public sector sites across the U.S.

Steve Schulte, CEM, CMVP
Report Team Manager

Education, Licenses, and Certifications

BA, Business Administration, Marketing, and Management, Park University, Parkville, MO

AA, Business Management, Maple Woods Community College, Kansas City, MO

Architectural Drafting Diploma, Kirkwood Community College, Cedar Rapids, IA

Certified Energy Manager (CEM) – Association of Energy Engineers

Certified Measurement and Verification Professional (CMVP) – Association of Energy Engineers

Steve Schulte is responsible for helping oversee performance guarantees currently under contract in nationwide, including generating monitoring reports that track energy use and savings achieved. Steve's main responsibilities include analyzing the results to maximize the savings, account for any changes in a facility's energy consumption, and respond to the needs of the client. He also has energy account specialists and M&V engineers reporting directly to him. Prior to joining the ENGIE's customer care team, Steve worked in ENGIE's operations group for six years, where his main concerns were reducing energy consumption in various facilities, focusing on electrical energy systems. His activities included detailed surveys of electrical and mechanical systems, identification of ECMs, and analysis and design of retrofits to implement those ECMs. This included evaluating HVAC and lighting and estimating retrofit costs to implement the measures along with the development of plans, lighting layout design, and construction documents. Steve is proficient in HVAC computer modeling and analysis in Microsoft Excel, ECM descriptions in Microsoft Word, lighting layout design in Luxicon, and the development of plans and construction documents in AutoCad.

Representative Project Experience

Project	Description
Multiple	Oversees performance guarantees currently under contract in nationwide, including generating monitoring reports that track energy use and savings achieved.

Dawn Johnson, CEFM
Director of Educational Services and Community Engagement

Education, Licenses, and Certifications

BS, Mechanical Engineering Technology, Tennessee State

Certification in HVAC and Refrigeration

Certified Educational Facility Manager (CEFM)

Dawn has worked in the energy and education sectors since 1996. Beginning her career as a school district energy manager, her role expanded into teaching high school environmental science for six years. Dawn is a Certified Educational Facility Manager and has given presentations on energy conservation strategies for the National School Board Association, Department of Energy, U.S. Green Building Council and numerous other organizations. Dawn built and developed the ENGIE engagement team and ensures that these impacts are a cornerstone of all energy programs. Her program delivery focus is on building and energy management, data, and creating living laboratories for use with the community. Dawn will implement tried and true community engagement activities as well as collaborate to develop innovative custom programs for the City.

Representative Project Experience

Project	Description
City of Simi Valley, CA	Collaborated with a third party to teach six interns who conducted over 100 home energy audits.
The Ohio State University, Columbus, OH	Supported OSU community engagement festivals, campus welcome back sessions, open house events, and lunch and learn sessions about the energy program and internships.
Hartnell Community College, Salinas, CA	Hosted three internship programs with one who was hired long-term. Interns shadowed ENGIE experts and participated in career discussions. Using ENGIE-donated solar panels and engineering support, interns created a net-zero pocket house. Students learned to design and manage a hands-on exhibit for Salinas K-12 students and community event.

Approach to Scope of Work

Approach to Scope of Work

Provide in concise narrative form, your understanding of the City's needs, goals and objectives as they relate to the project as described in the scope of services, and your overall approach to accomplishing the project. Give an overview on your proposed vision, ideas and methodology. Describe your proposed approach to the project. As part of the project approach, the firm shall propose a scheduling methodology (timeline) for effectively managing and executing the work in the optimum time. Also provide information on your firm's current workload and how this project will fit into your workload. Describe available facilities, technological capabilities and other available resources you offer for the project. Provide an overview of your understanding of the City's vulnerability to the effects of climate change and sea level rise and your goal to address resiliency through projects assigned to your firm.

Understanding of the City's needs Goals and Objectives

The City of Hollywood is more than the infrastructure the City owns. It is also a community comprising families, residents and businesses with tourists that help support the economic health.

Hollywood's commitment to quality of life for its residents, visitors, and dynamic business hub with the world's second-busiest cruise port is evident through its long-term planning efforts.

The coordination of plans such as **The Sustainable Hollywood Action Plan**, and the City's adoption of the Unified Sea Level Rise Projection used by the Southeast Florida Regional Climate Change Compact demonstrates Hollywood's dedication to providing a clean, safe, prosperous, and equitable place to live, work and visit. Successful implementation of this plan and achievement of these goals and progress within those metrics will rely on coordinated efforts across departments and throughout the community.

ENGIE's partnership with cities begins with a commitment to understand the City's planning efforts and implementation strategies. Through ENGIE's "unlock process" as seen in Figure No. 8 and 360 scan in Figure No. 10, we listen to City staff and stakeholders to gain understanding of the City's wants and needs. Only then can ENGIE begin an effective audit that augments the City's efforts and collaborate to provide maximum economic, environmental, and community impact.

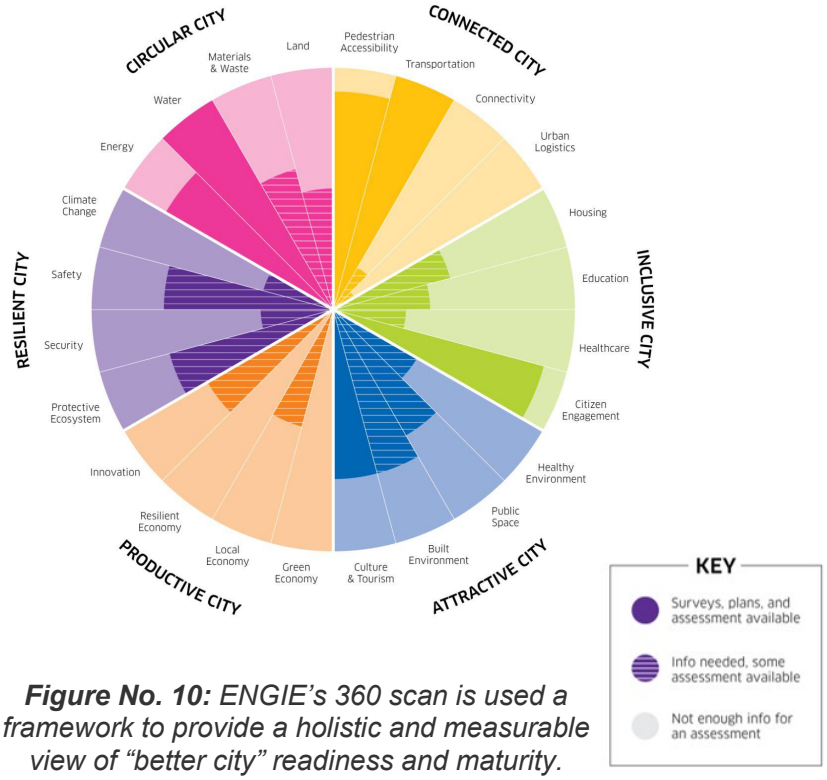

Figure No. 10: *ENGIE's 360 scan is used a framework to provide a holistic and measurable view of "better city" readiness and maturity.*

Some initial ideas ENGIE has for an impactful partnership with the City of Hollywood based on our research include, but are not limited to:

- A **workforce development** strategy aligned with Hollywood's career schools, and Nationally renowned higher learning institutions such as Barry University, Nova Southeastern University, and City for integrating efforts and commitments to this initiative.
- Like our project with Pismo Beach, and learning more about the **impact of seasonal visitors** to Hollywood and the opportunities around tourism, we can create a program that supports clean water initiatives, reduced energy use, parking strategies, mobility goals, etc.
- Furthering the City's commitment to transparency and conservation, ENGIE could work with the City on improving **metering and measurement of water use** and communicating usage and **strategies for reduction** to ratepayers
- **Smart streetlight** infrastructure with dimming and emergency alert capabilities
- Partnering with a local clean tech company to **pilot a unique solution and promote regional economic development**
- Implementing programs that **extend energy savings and water conservation benefits beyond municipal facilities and into homes and businesses in Hollywood**
- Supporting the City's fleet operations and helping the City with joint City/County objectives through **fleet electrification**
- Understanding the City's needs for **power resiliency** and addressing those through backup generation or a microgrid
- Complete a **Greenhouse Gas Inventory**, set targets, and reduce Greenhouse Gas emissions in line with **The Sustainable Hollywood Action Plan**
- Allowing ENGIE's **wastewater experts** to assess the pure oxygen South Regional Wastewater Treatment Plant (SRWWTP) for **opportunities to improve aeration, digesters, secondary clarifiers, and other processes** that can provide substantial sources of long-term savings while maintaining regulatory compliance. ENGIE understands the SRWWTP uses cryogenically produced oxygen to satisfy the biochemical oxygen demand (BOD) of the influent wastewater. Because pure oxygen plants were designed in the 1970s, they are generally inefficient. We also understand the plant has no primary clarifiers. Consequently, all the influent BOD is removed by aerobic treatment. In our estimation, significant energy savings opportunities exist at the SRWWTP both in the production of oxygen and its use in treatment and nitrification.
- To meet the requirements to eliminate the ocean outfall disposal at the SRWWTP per Ocean Outfall Legislation, the City began design, construction/drilling, and administration two deep injection wells at SRWWTP. Upon completion, an additional 39.84 million gallons per day (MGD) capacity will be achieved for disposal of secondary effluent from SRWWTP to Boulder Zone about 3,000 feet below grade elevation. ENGIE has experience supporting the energy efficient expansion of deep injection wells and maintaining regulatory compliance at Broward County and can also support the City through this transition.

Approach

A major reason for our success with similar projects is our experience with IGAs. As a full-service, design-build ESCO, ENGIE's approach has always been to look at our customer's facilities and listen to a customer's goals through a holistic lens and develop comprehensive programs that provide the most robust return on investment for those customers. **ENGIE is not owned by equipment or technology providers and as such we are technology and equipment agnostic** which allows to focus on the best solutions that make sense for the City. Identifying, evaluating, designing, and building energy conservation projects is our only business. As illustrated below, we have developed a Standard Operating Procedure (SOP) that prescribes how we develop, select, and evaluate ECMs.

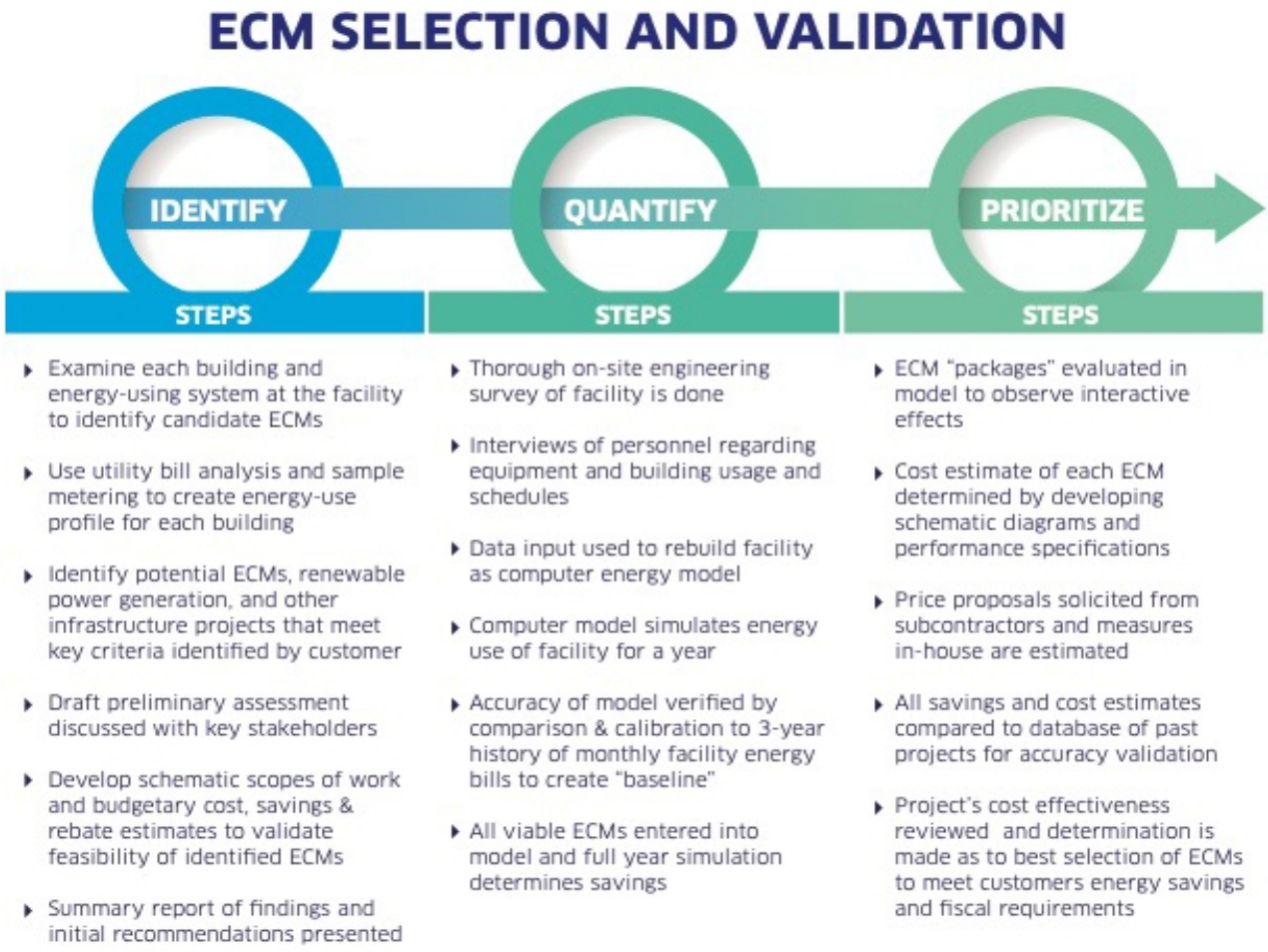

Figure No. 11: *Investment Grade Audit SOP*

Our approach for the City's IGA includes the following steps:

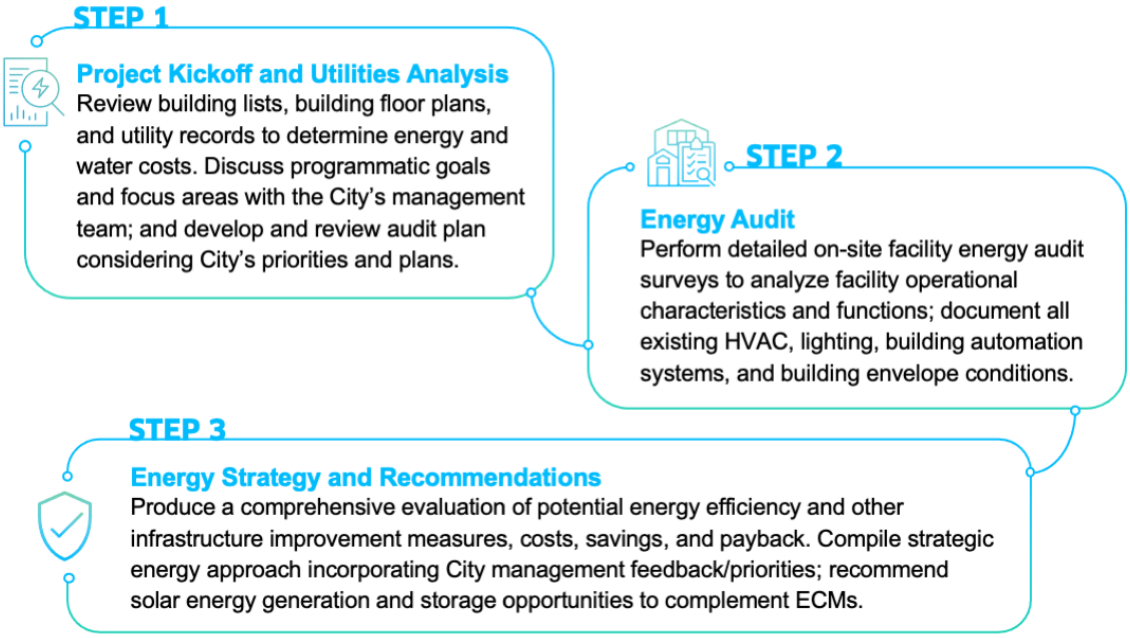

Figure No. 12: *Audit Steps.*

ENGIE has audited hundreds of public sector facilities in the past year covering more than hundreds of millions of total square feet of space. Based on this experience we can identify, develop and deliver a diverse solution customized to each of the City's unique functions.

Throughout the project development process, the City, in partnership with ENGIE, will make important decisions such as selecting the ECMs, evaluating the short-term and long-term payback of each measure, reviewing funding options, reviewing M&V options for the energy savings, and more. **The basic criteria that ENGIE uses to select and recommend specific ECMs include:**

Facility or organizational need. Determined during our engineering audits and conditional assessment of energy infrastructure and meetings with facilities staff and City management personnel. ENGIE understands that to make any project a success, a collaborative, committed effort in close coordination with the City is imperative.

Measure economics. Primarily intended to deliver operational savings to the City. These savings will comprise reduced energy costs, maintenance savings, and improved operational effectiveness. The specific economic criteria used to evaluate the measure is customer-specific, but typically, simple payback, return on investment, and/or net present value have all been used to evaluate specific measures and groups of measures or programs.

Program fit. The City, like other ENGIE customers, seeks an optimized overall project or "program" that satisfies overall economic and operational objectives. ENGIE will work with City staff to understand these requirements and use them to develop an overall program. This program may include projects that, on their own, do not provide the economic justification, but that may satisfy longer term, strategic, operational, comfort, or environment requirements of the facilities and City.

Throughout our development process, ENGIE project managers and engineers work in concert with our construction managers to ensure that work scopes include all relevant requirements for constructability and maintenance. Because we build and stand behind our projects, we have the institutional experience and incentive to ensure we translate recommendations to scopes of work that subcontractors in the building trades can implement properly.

Design (self-perform)

To meet all City objectives, ENGIE will use a design development plan checklist aid to promote quality management and a tool to document the plan for project execution. The checklist will help the design team meet all design development obligations. It comprises a series of documents defined by the design team which establish the baseline (project, resources, and design).

ENGIE's project manager will develop the checklist, get concurrence from the appropriate supervising engineer/architect, and transmit a preliminary scope of work to procurement.

We establish the design baseline through identification of industry codes and standards, including jurisdictional codes, applicable RFP design criteria and standards, and other third-party design documents, existing plant as-built record documents, and other related design documents.

The project manager and the design team determine the number of internal design review milestones based on complexity, duration, and nature of the project. A typical energy project will require conceptual, 30%, 60%, 90% and 100% reviews, but ENGIE will conduct ongoing design reviews at least weekly. We coordinate with design disciplines (architect, civil, structural, mechanical, electrical, landscape) at all design milestones. Typical design milestones include:

Figure No. 13: *Design Milestones.*

Conceptual Design: ENGIE will develop design criteria. Completed conceptual design plans will include plans that identify major design characteristics and features, development of the outline specifications and establishment of the initial Rough Order of Magnitude (ROM) estimate.

Preliminary Design - 30% complete: Preliminary design is the "design freeze" point for conceptual design plans where ENGIE defines and implements major design criteria.

Interim Design - 60% complete: At interim design, plans and specifications are at an advanced stage and ENGIE completes all calculations, performs value engineering, reviews constructability, completes ROM and develops a preliminary construction schedule.

Pre-Final Design - 90% complete: Pre-final design is the basis for developing the construction schedules and cost estimate. The design drawings, specifications and calculations are complete pending review comments.

Final Design - 100% complete: At final design, ENGIE validates design and resolves design review comments accepted by reviewers. Professional engineers/architects sign and seal plans, specifications and calculations, and we release the final design package for implementation.

Engineering (self-perform)

Coordinating engineering with the City will follow a parallel track with the technical design. ENGIE begins detailed engineering after project approval from the City and implementation contract execution. ENGIE will first review and confirm all project requirements. This includes examining all engineering analyses included in reports, drawings, and other documents pertinent to project design. The team will assess the constructability of preliminary designs created during the engineering analysis and make any final changes or alternate plans.

Project Financing (support)

To help our customers bridge the gap between aging (and sometimes failing) infrastructure and the availability of revenue-saving energy technologies, ENGIE has a dedicated project finance department that keeps apprised of developments in financial markets. ENGIE project finance has helped our customers obtain **over $1 billion in cumulative project financings** to implement projects. For this project, **ENGIE's project finance experts can help secure and facilitate funding at no cost to the City.** We can provide information to the City about the broad spectrum of options, allowing the City to select the financing source(s) with the best rates, terms, and conditions for its project needs. Our goal in any financing plan is to help our clients establish a financing option that minimizes overall project costs, allocates risk appropriately, and maximizes total savings. ENGIE can help you understand the spectrum of finance options that are available to customers to fund these projects, and work with your administration and preferred Municipal Advisor to model the project accordingly.

ENGIE has provided project financing assistance to an array of public and private sector customers across the US. For public sector clients, these solutions include tax-exempt leases, general obligation bonds, certificates of participation, and revenue bonds. ENGIE can also provide a public-private structure such as Design, Build, Own/Finance, Operate, and Maintain (DBOOM/DBFOM) using our own balance sheet and/or combined with other debt and equity financing. Our experience in offering these solutions greatly reduces the project finance cost and risk, while giving our customers a host of options. With over 200 public-private partnership agreements under management, ENGIE is committed to forming lasting, high-impact partnerships with our clients.

Examples of successful financing in recent years in North America include:

- **The University of Iowa Utility System.** Meridiam and ENGIE were awarded a 50-year concession valued at more than $1 billion to address the University of Iowa's energy, water, and sustainability goals for two campuses spanning 1,700 acres in Iowa City, Iowa. Total upfront consideration of $1.165 billion; owned under a 50/50 joint venture with Meridiam as equity partner and raised $626 million of debt in the private placement market through senior secured note issuance (assigned A- Fitch). ENGIE will operate and maintain the District energy systems for the University of Iowa over a 50-year concession term.

- **Broward County, FL.** $19 million project financed through a tax-exempt bond issuance and an ESPC guaranteed to save over $26 million in energy and O&M costs over 17 years.
- **The Ohio State University (OSU) Comprehensive Energy Management Project.** Total upfront consideration of $1.2 billion; owned under a 50/50 joint venture with Axium as equity partner and raised $850 million of debt in the private placement market through senior secured note issuance (assigned A- and BBB by Fitch). ENGIE will operate and maintain the District energy systems for OSU over a 50-year concession term.
- **Longwood Medical Area Microgrid and District Energy System Acquisition.** ENGIE is a 50% equity member in the consortium known as Longwood Medical Energy Collaborative. ENGIE raised $470 million of debt in the private placement market through senior secured note issuance (assigned BBB- by S+P). ENGIE will operate and maintain the microgrid and district energy systems for Harvard Medical School and affiliated hospitals over a 33-year concession term. in addition to managing day-to-day operations, ENGIE will provide energy efficiency, sustainability energy, and thermal and electric distribution infrastructure upgrades.
- **SolaireHolman, City of Houston.** DBOOM financing a 50 MW solar plant that generates approximately 10.5% of power consumed by Houston with clean affordable solar power for the next 20 years.

For those projects where ENGIE does not provide financing through a concession agreement, we use our strong working relationship with many premier financial institutions that focus on the performance contracting, energy, and renewable power markets. These financial institutions welcome our participation because of ENGIE's guaranteed project performance, risk management practices, financial standing, and commitment to meeting or exceeding contractual obligations on each of its projects.

In the table on the following page the graphic below, ENGIE lists additional information on financing options.

Increasing Risk to Owner

Client Decision Criteria	Design Build Agreement	Performance Contracting Agreement	Thermal Services Agreement	Power Purchase Agreement	Master Energy Agreement	Concession Agreement
Typical Tenor	1 to 3 Years	10 to 20 Years	25 Years (Typical)	25 Years (Typical)	25 Years (Typical)	25-99 Years
Funding Source	Client	Client[1] or ENGIE[2]	ENGIE	ENGIE	ENGIE	ENGIE
Funding Type	Client/ Debt (Loans, Leases)	Client/ Debt (Loans, Leases, Bonds), Grants	ENGIE/ Debt, Equity Investment	ENGIE/ Debt, Equity Investment	ENGIE/ Debt, Equity Investment	ENGIE/ Debt, Equity Investment
Technical Scope: Main Focus	ALL	ECMs	Central Plant	Solar/Wind/ CHP	All Including ECM	All Including ECM
Turn-Key (EPC, O+M, Funding)	YES	YES	YES	YES	YES	YES
Life-Cycle Risk Transfer	NO	NO	YES	YES	YES	YES
Performance Guarantees	NO	YES	YES	YES	YES	YES
End of Term Buyout Provisions	None	To Be Negotiated	To Be Negotiated	To Be Negotiated	To Be Negotiated	To Be Negotiated
Option for Value Monetization	NO	NO	YES	YES	YES	YES
[1] Client funding can include PACE financing (for taxable entities)						
[2] Project financing can include revenue pledge financing through conduit issuer or Special Purpose Entity (SPE)						

Figure No. 14: *Financing options and risk to owner.*

Option	Description
Bond Issuances (alternate revenue sources, H/L/S, general obligation bonds, etc.) and Certificate of Participation (COP)	• Low-tax exempt rates; higher cost of issuance fees • 20 to 30 plus year terms • Secured by general revenues and/or asset pledge • Investment banker and/or Municipal Advisor can provide current rate indicators • Ownership of improvements stays with Owner
Tax-exempt Equipment Leases or Installation Purchase Agreements	• Low tax-exempt rates; low or no transaction fees • 15 to 20-year terms, depending on statutory requirements • Secured by equipment or asset pledge • Subject to annual appropriations or abatement • ENGIE can obtain competitive bids • Ownership of improvements stays with Owner
Power Purchase Agreements (PPA) and Commodity Offtake Agreements	• For solar PV projects (including storage) and/or projects centered around steam/chilled water generation, conditioned power • ENGIE installs the system and provides funding, low or no transaction costs for Owner • ENGIE owns the system and monetizes the Investment Tax Credit (ITC) benefits to offer Owner a competitive rate of energy • Owner buys power or commodity generated by the facilities for term of contract. At the end of the PPA term, the Owner can have system removed or buy at fair market value
Concession Agreement	• ENGIE designs, builds, owns, operates and maintains plant and improvements • ENGIE takes on construction, operation and performance risk, shifting risk away from Owner • ENGIE manages existing utility assets for 25 or more years while decreasing energy intensity and investing in improvements
Customer arranges its own financing or own capital	• Master lease, banking relationship, and/or fund balance is already in place (offers speed and simplicity
Rebates, grants and state financing programs (if applicable)	• Certain states offer financing programs at below market interest rates that can potentially fund all or a portion of the project at significant savings

Procurement (self-perform)

ENGIE does not manufacture any equipment. At ENGIE, we are “vendor neutral,” meaning we design, select, install, and maintain equipment openly available to the market. We leverage the buying power of our parent company to buy equipment at the best price. ENGIE is a global energy company, and the number one supplier of energy efficiency services, with over $63 billion in annual revenue. We are a major buyer of HVAC equipment, LED lighting, solar modules and inverters, and automation and controls systems. Our global buying power has allowed us to negotiate favorable terms to qualify industry leading original equipment manufacturers (OEMs) as preferred suppliers. Our procurement department leverages this buying power and our global agreements to receive the most competitive pricing. We will evaluate the City’s unique specifications through total cost of ownership to ensure you receive the highest quality equipment at the lowest cost.

In addition, our procurement team has extensive experience and knowledge about the Florida labor market related to engineering, construction, installation, and other services. We work with our customers to adhere to other requirements related to diversity, geography (local subcontractors), sustainability, material origin traceability, and any other important considerations and requests. Often our customers have existing relationships with local contractors. In such instances, we prioritize the award of subcontracts to those companies if they possess the capabilities needed to execute work and meet our supplier qualification requirements, including safety, financial, commercial competitiveness, and work quality. We take a customer centric approach to procurement and tailor our processes for each customer to include your unique, important necessities and requests.

Construction Management (self-perform)/Installation (subcontract)

Our construction managers are not contract or subcontracted personnel but are ENGIE employees who take great pride in implementing successful projects

During installation, ENGIE manages all activities through our construction managers. For the City’s project, a full-time, on-site construction manager will be responsible for construction scheduling, subcontractor and vendor coordination, safety programs, security issues, permits and licenses, and progress meetings with subcontractors and vendors. Our construction management approach focuses on coordinating construction activities to ensure minimal disruption to the City.

The project team will use Procore™, a cloud-based construction project management tool designed to keep the team in sync out in the field. Procore tracks progress and field notes in real-time and provides a link from mobile devices to field documents — including weekly and daily schedules, meeting minutes, punch lists, and dashboards. Key advantages of this tool include accessibility and automated task workflow. Intended for a shared environment, City stakeholders will have access to tracking tools and dashboards and will be participants in approval workflow streams, along with other key project partners (such as construction subcontractors and engineering consultants).

We assume responsibility for the proper installation of all equipment. Our project manager will work with our construction manager to create a detailed timeline outlining and scheduling all construction activities to ensure timely completion, close coordination with the City’s other activities, and minimal

impact to City operations. The on-site construction manager will ensure there is a managed process incorporating all the City's inputs, goals and needs into a successful energy savings project. The construction manager's regular presence at the job site will provide the opportunity to develop a close working relationship with the City's staff. Upon completion of installation, ENGIE will oversee the commissioning of all installed equipment to confirm proper installation and operation.

Training (self-perform)

Near project completion, ENGIE will conduct a training program for City operating personnel to ensure they understand the function of new equipment and how to operate it safely. The training program includes multiple training sessions specific to the installed systems and equipment. Training materials provided describe the system, as-built documentation, and manufacturer O&M manuals.

Measurement and Verification/Operations and Maintenance (self-perform)

After project completion, ENGIE will provide project O&M manuals for each site including as-built documents, corrected and accurate specification information–including sequence of operation, spreadsheets, etc.—O&M manuals from each subcontractor/vendor, copies of signed Certificates of Beneficial Use, Certificates of Substantial Completion, Certificate of Final Completion and Certificate of Occupancy (as applicable).

In addition, throughout the energy savings term, we will submit an annual Performance Guarantee Report that shows a precise calculation of the energy savings during the corresponding measurement period. We will measure kilowatt-hours (kWh) produced by the system(s) using automated metering. We will compare measured interval production kWh against production shown on the monthly utility bills and reconcile any differences.

Timeline

As each of the City's sites is unique in its characteristics and challenges, ENGIE will build and customize our schedule to ensure it is aligned with the City's needs. Through aligning our project schedule to the City's needs, ENGIE will minimize our impact to ongoing operations and reduce distractions to the community by accommodating schedules when working on-site and using a phased approach to construction. Typically, our team will meet with the City stakeholders early in the planning stages, to define the functional needs of each site and build a customized communication plan, logistics and construction schedule around the needs of the City. This method allows for smoother transition into construction, transparency of the construction process, and more visibility of various potential impacts and inconveniences during the project.

For this proposal, ENGIE has included a preliminary schedule indicating expected milestones and approximate durations associated with each task referenced on the forthcoming page. All tasks, subtasks, deliverables, and durations will be mutually agreed upon between the City and ENGIE. The proposed schedule is indicative of how the program could be constructed based on standard due diligence, design, City permitting, final contracting, and construction timelines. A draft schedule is provided on the following pages. The estimated schedule will be adjusted to accommodate City objectives and will be developed in coordination with the City to ensure timely completion. Several of

the tasks listed below run concurrently and includes regular progress meetings with staff based on need and availability.

Task	Duration
IGA Phase: Complete Investment Grade Audit	**6 months**
Perform investment grade level site surveys *	40 days
Perform technical analyses and develop scope for specific measures *	40 days
Complete 30% design for specified measures to obtain costs *	10 days
Develop cost and savings for measures *	30 days
Review 30% design with City staff and Public Works Department and make recommendations for viable ECMs to City and obtain feedback	1 day
Incorporate revisions to the design resulting from 30% review with City staff	5 days
Perform site walks to finalize costs	10 days
Finalize project costs/savings (including Performance Guarantee, O&M and M&V terms)	5 days
Identify potential funding sources	Continuous
Finalize preliminary program economics	5 days
Present program details and recommendations to City staff	1 day
Revise program details and recommendations per City Staff feedback	5 days
Prepare with Staff a City Council Progress Presentation, and Next Steps	5 days
Council Approval and Contract Negotiation	**2 months**
Engage City financial advisor to develop available financing terms	20 days
City Council Workshop for project and financing instrument selection	1 day
Review and negotiate energy services contract	20 days
City Council approves implementation contract/obtain notice to proceed	5 days
Implementation/Construction Phase	**12-18 months**
Complete design for specified scope	2 - 6 months
Submit for City approval and obtain building permits	10 days
Submit for available grants, rebates and incentives	5 days
Provide approved submittals to City for record	5 days
Material lead time	30 - 120 days
Construction	9-15 months
Startup and Commissioning	1 month
Training	5 days
Closeout	10 days

*Tasks scheduled concurrently
Duration in Working Days

Current Workload

ENGIE is well-positioned to support Hollywood's project based on its ability to manage workload. Our Florida offices serve as ENGIE's Southern region hub. Through our strong local presence in South Florida with an office in Fort Lauderdale at 1451 W. Cypress Creek Road, Suite 300 Ft. Lauderdale, FL 33309, ENGIE believes we are best positioned to manage this project for the City of Hollywood. Led by Regional Business Development Manager, Joseph Repole, and Regional Project Engineering Manager, Edward Meinking, our local team will deliver a custom program that supports Hollywood's objectives. In the region, our current workload is focused in the Broward County area as we are successfully completing our Phase I project with Broward County and will continue to have our local resources as we continue to invest and support development in the region.

Facilities, technological capabilities and other available resources

As mentioned in the executive summary, ENGIE is one of only a handful of companies that offers true design-build general construction services specializing in ECMs, building system retrofits, and renewable energy projects. With an energy savings guarantee that is 109% for the most recently reconciled year, ENGIE has the people, processes, technology, and delivery model to meet and exceed the City's needs and goals. ENGIE's broad technical capabilities are summarized below:

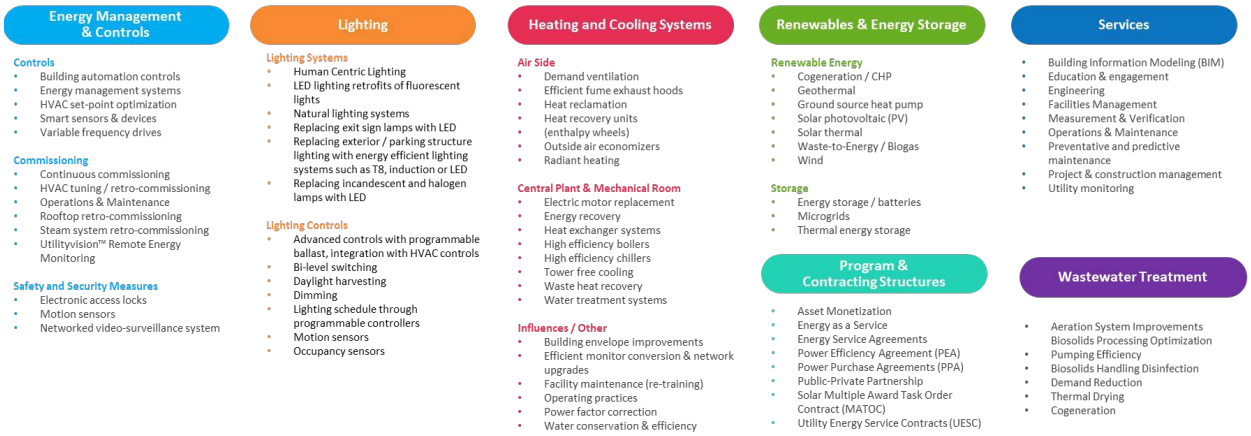

Figure No. 15: *ENGIE's Broad Technical Capabilities*

As a design-build, comprehensive energy services partner serving the public-sector, ENGIE brings a diverse array of capabilities. We use our technology and expertise to create customized solutions that best fit each of our customers' unique needs. For instance, ENGIE has retrofitted over 1,800,000 lighting points globally, providing us with a breadth of streetlighting replacement expertise.

For Hollywood's water and wastewater facilities, ENGIE brings expertise in water/wastewater plants including reverse osmosis, coagulation, flocculation, filtration, and disinfection for water plants and aeration, aerobic and anaerobic digestion, biogas preparation and utilization, sludge drying, thermal hydrolysis, and newer methods of biosolids stabilization for wastewater plants. ENGIE can also assist the City in considering a wide spectrum of smart water meter technologies, including cellular network infrastructure. In addition to AMI implementation, ENGIE is skilled and experienced in operations equipment efficiency analysis and replacement upgrades, SCADA system upgrades and implementations, and power reliability upgrades. ENGIE has performed power reliability upgrades

for some of the world's most sophisticated industrial plants, manufacturing plants, and water treatment plants.

In addition, as a beach town whose robust tourism helps support economic development, the cleanliness of Hollywood's water and shoreline are a priority. Through our community impact professionals, we can explore sustainability measures such as beach clean-up days, creating awareness around efficiency measures and their impact on water, and smart city technologies (e.g. traffic redirection for cars, signage to reduce congestion, etc.) that may help foster a clean community.

Globally, ENGIE has over 171,000 employees included 1,625 full time employees in North America. Our local team can draw on our global and continental headcount if required for reach back staffing capabilities if necessary.

Understanding of the City's vulnerability to the effects of climate change and sea level rise and your goal to address resiliency through projects assigned to your firm

We understand the City's vulnerability to the effects of climate change and sea level rise while trying to achieve the commitment to a common goal of creating a sustainable future. Florida is unique physically and demographically, and Hollywood is unique in Florida. The City faces requirements of both the state and country. South Florida faces a major challenge with tidal flooding and increase in the heat trapping greenhouse gases contained in the atmosphere. And your population has different needs and interests in the City and its infrastructure.

Although the Sustainable Hollywood Action Plan is a common goal of creating a sustainable future with several set goals and quantitative metrics, we understand these seven focus areas support the mission and vision. Hollywood will be best served to select a partner that most closely connects to the following key focused areas:

- **Leadership by example:** Actions taken by the City to reduce impacts including operations, plans, and policies.
- **Resiliency (Climate Action Plan):** Actions to both mitigate Hollywood's contributions to Climate Change as well as adapt to impacts such as sea level rise.
- **Built Environment:** Utilization of buildings and zoning to minimize the impact and maximize the benefits of urban areas.
- **Environmental Quality:** Improve health and protect wildlife through air and water quality, open space, and natural systems.
- **Resource Stewardship:** Wise use of resources through energy and water conservation and reduction of solid waste.
- **Mobility:** Identify strategies to increase mobility and decrease reliance on single passenger vehicles.
- **Community engagement:** increasing environmental knowledge and community involvement in resiliency strategies.

ENGIE supports these focus areas.

For the past 15 years or so, **ENGIE's actions have been part of the fight against climate change**. This commitment was given new impetus in 2015 with the implementation of an action plan, supplemented by international objectives and commitments and subject to detailed reporting. Since then, we have substantially reduced our greenhouse gas emissions. We have done this by making radical strategic changes, focusing on our low-carbon activities and helping our customers consume less energy, greener energy and achieve greater comfort. The model covers the three areas of sustainable value creation: People, Planet, Profit. As a result, we reduced our CO_2 equivalent emissions by 56% between 2012 and 2018 and in 2019, 93% of our activities were low carbon.

- Adoption in 2014 of an ambitious objective to reduce the carbon intensity of our electricity production by 20% by 2020.
- Promotion of the most efficient and virtuous technologies (energy efficiency, condensing boilers, heat pumps, renewable energy, etc.).
- Involvement in the construction of the international framework for the fight against climate change through joining and supporting initiatives such as the World Bank's Prototype Carbon Fund, Caring for Climate (United Nations Global Compact) or the Task Force on Climate-related Financial Disclosures (TCFD*).
- Support for initiatives to develop carbon prices and adoption in 2015 of an internal carbon price that facilitated the phasing-out of coal activities.
- Improved reporting quality and transparency.
- Continued long-standing climate dialogue with NGOs and more recent dialogue with investors.

As a global leader in resource stewardship, we stand apart. As mentioned above we reduced our CO_2 equivalent emissions by 56% between 2012 and 2018 and in 2019, 93% of our activities were low carbon. ENGIE is leading by example. For instance, ENGIE's aim is to be a leader in the production of renewable hydrogen on a large scale. We are working in three main development areas: industrial uses, mobility and hydrogen as an energy vector, for which we are developing solutions, entering partnerships and exploring various innovative technologies. When it comes to mobility, for example, ENGIE is again a global leader even working on pilot projects producing hydrogen for service vehicles which use fuel cells. Emissions from hydrogen vehicles are not polluting, as the waste product from electrolysis in vehicles is simply water.

At the heart of the strategy for our customers, green mobility is a key lever to improve air quality and reduce greenhouse gas emission levels, enabling cleaner and efficient fuels, smoother traffic flows, and more efficient mass transit. Through our transportation vertical, ENGIE has proven capabilities in implementing large-scale EV programs and assisting customers electrify their fleets.

Moreover, through ENGIE's community impact professionals, we can partner with the City and identify ways to support and enrich Hollywood's community through our energy partnership. ENGIE's community impact team–comprised of former educators, nonprofit leaders, and outreach experts–and led by Dawn Johnson, is dedicated to building custom comprehensive engagement programs that deliver valuable, high-quality, engagement and educational resources for communities. The experience and creativity of the community impact team can support departments across the City to add value to the energy project and to your residents and businesses.

Proposed Cost Savings

Because ENGIE has yet to conduct an audit of the City's facilities and define preliminary savings, we are unable to provide proposed dollar cost savings. Any firm providing hard dollar figures should be viewed suspiciously as they would likely have privileged information that should disqualify them from the RFQ or be providing "guesstimates" that may set the client up for failure. ENGIE believes that the intent of this section is to allow the City to better understand the respondent's proposed cost saving methodology and approach. Throughout the project development process, the City, in partnership with ENGIE, will make important decisions such as selecting the ECMs, evaluating the short-term and long-term payback of each measure, reviewing funding options, reviewing M&V options for the energy savings, and more to define cost savings. **Our philosophy is that we build proposed cost savings collaboratively with you.** We will conduct workshops with your staff and even promote economic development by seeking workshops with the community of local labor and manufacturers to determine the best overall for the City. A representative example of likely ECMs and their simple payback is provided below:

Technology/Measure List		Simple Payback Range (Yrs)	Application Type
Lighting Systems	Human centric lighting	5 - 8	Schools, offices
	LED lighting retrofits of fluorescent lights	5 - 8	All facilities
	Natural lighting systems	5 - 8	All facilities
	Replacing exit sign lamps with LED	3 - 5	All facilities
	LED lighting retrofits of exterior / parking structure lighting systems	4 - 6	Parking
	LED lighting retrofits of incandescent and halogen lamps	5 - 8	All facilities
	Specialty lighting; auditoriums, convention centers, theaters	5 - 8	Gym, auditorium
	LED stadium lighting	6 - 9	Stadiums, ballparks, sports facilities
Lighting Controls	Advanced controls with programmable ballast, integration with HVAC controls	4 - 6	Offices, conference rooms, classrooms
	Bi-level switching	4 - 6	Conference, classrooms
	Daylight harvesting	6 - 8	All facilities
	Dimming	4 - 6	Auditoriums, classrooms, conference
	Lighting schedule through programmable controllers	6 - 8	All facilities
	Motion sensors	5 - 8	Variable occupancy areas
	Occupancy sensors	5 - 8	Variable occupancy areas
Building Controls	Building automation controls	9 - 12	Medium to large facilities
	Energy management systems	9 - 12	Medium to large facilities
	Smart sensors and devices	6 - 8	All facilities
	Variable frequency drives	5 - 8	Motors 5 HP +
Central Plant and Mechanical Room	Electric motor replacement	10 - 12	On standard efficiency motors
	Heat exchanger systems	20+	All facilities
	High efficiency boilers	20+	All facilities
	High efficiency chillers	20+	All facilities
	Tower free cooling	6 - 8	All facilities
	Heat pump chillers / HHW	20+	Application specific
	Waste heat recovery	6 - 8	All facilities
	Water treatment systems	20+	Application specific
	Three-way valve replacement	8 - 10	All facilities
	Pressure independent control valve installation	6 - 8	All facilities
	Thermal energy storage	10 - 15	Application specific
General HVAC	Package unit replacement	20 +	All facilities
	Split system unit replacement (condensing units and fan coils)	20 +	All facilities
	HVAC unit tune-ups	8 - 10	All facilities
	Wireless thermostat installation	8 - 10	All facilities
WWTP Measures	Aeration	2 - 4	WWTP
	Pure oxygen production	2 - 4	WWTP
	Pumping	8 - 10	WWTP
	Disinfection	8 - 10	WWTP

References

References

Provide at least three references, preferably government agencies, for projects with similar scope as listed in this RFQ. References should be provided on the Vendor Reference Verification Form.

Hollywood FLORIDA

VENDOR REFERENCE VERIFICATION FORM

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

City of Hollywood Solicitation No. and Title: RFQ-4702-22-GJ Energy Performance Contracting

Reference for: ENGIE Services U.S. Inc.

Organization/Firm Name providing reference:	City of Pismo Beach		
Organization/Firm Contact Name:	Jim Lewis	Title:	City Manager
Email:	jlewis@pismobeach.org	Phone:	805-773-7003
Name of Referenced Project:	Energy efficiency	Contract No:	0000000415
Date Services were provided:	2018-present	Cost Savings:	$5.2 million
Referenced Vendor's role in Project:	☒ Prime Vendor	☐	Subcontractor/ Subconsultant
Would you use the Vendor again?	☒ Yes	☐	No. Please specify in additional comments

Description of services provided by Vendor (provide additional sheet if necessary):
Design-build energy efficiency project including lighting retrofit to LED technology, replacing HVAC package units and split systems at three sites, a gas furnace replacement, web-enabled thermostat installation, server room redundancy, HVAC tune-ups, variable frequency drive installation, dual electric vehicle chargers, 53 kW solar PV at the police station, 648 kW solar PV at the wastewater treatment plant/city yard, and a 120 kW/240 kWh energy storage.

Please rate your experience with the Vendor	Need Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service				
a. Responsive	☐	☐	☑	☐
b. Accuracy	☐	☐	☑	☐
c. Deliverables	☐	☐	☑	☐
Vendor's Organization:				
a. Staff expertise	☐	☐	☑	☐
b. Professionalism	☐	☐	☑	☐
c. Staff turnover	☐	☐	☑	☐
Timeliness of:				
a. Project	☐	☐	☑	☐
b. Deliverables	☐	☐	☑	☐

Additional Comments (provide additional sheet if necessary):
Great to work with.

****THIS SECTION FOR CITY USE ONLY****

Verified via:	Email:	☐	Verbal:	☐	Mail:	☐
Verified by:	Name:				Title:	
	Department:				Date:	

VENDOR REFERENCE VERIFICATION FORM

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

City of Hollywood Solicitation No. and Title: RFQ-4702-22-GJ Energy Performance Contracting

Reference for: ENGIE Services U.S. Inc.

Organization/Firm Name providing reference: City of Milpitas

Organization/Firm Contact Name: Tony Ndah, PE **Title:** Public Works Director

Email: tndah@ci.milpitas.ca.gov **Phone:** 408-586-2602

Name of Referenced Project: Guaranteed Energy and Water Savings Program **Contract No:** R3276

Date Services were provided: 2020 - present **Cost Savings:** TBD

Referenced Vendor's role in Project: ☒ Prime Vendor ☐ Subcontractor/ Subconsultant

Would you use the Vendor again? ☒ Yes ☐ No. Please specify in additional comments

Description of services provided by Vendor (provide additional sheet if necessary):
ENGIE contracted a $34 million smart city and resiliency program with the City which is currently in construction, will deliver a sophisticated bundling of energy and water conservation measures expected to reduce utility consumption by more than 4,200,000 kWh of electricity per year to serve and advance the City's climate ambitions. Measures include LED streetlight retrofits, solar PV, EV charging stations, BESS and microgrid solution, and smart water meters among other measures.

Please rate your experience with the Vendor	Need Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service				
a. Responsive	☐	☐	☒	☐
b. Accuracy	☐	☐	☒	☐
c. Deliverables	☐	☒	☐	☐
Vendor's Organization:				
a. Staff expertise	☐	☐	☒	☐
b. Professionalism	☐	☐	☒	☐
c. Staff turnover	☐	☐	☐	☒
Timeliness of:				
a. Project	☐	☐	☒	☐
b. Deliverables	☐	☒	☐	☐

Additional Comments (provide additional sheet if necessary):
Engie staff have been great partners to work with on the City's energy and water savings programs.
The depth of thier staff knowledge has been a great asset to our program.

****THIS SECTION FOR CITY USE ONLY****						
Verified via:	Email:	☐	Verbal:	☐	Mail:	☐
Verified by:	Name:				Title:	
	Department:				Date:	

VENDOR REFERENCE VERIFICATION FORM

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

City of Hollywood Solicitation No. and Title: RFQ-4702-22-GJ Energy Performance Contracting

Reference for: ENGIE Services U.S. Inc.

Organization/Firm Name providing reference: Broward County

Organization/Firm Contact Name:	Mark Darmanin	**Title:**	Director
Email:	mdarmanin@broward.org	**Phone:**	954-831-0960
Name of Referenced Project:	Biogas and energy efficiency project	**Contract No:**	
Date Services were provided:	2015 - present	**Cost Savings:**	$1,163,053

Referenced Vendor's role in Project: ☒ Prime Vendor ☐ Subcontractor/ Subconsultant

Would you use the Vendor again? x Yes ☐ No. Please specify in additional comments

Description of services provided by Vendor (provide additional sheet if necessary):
Implementation of new cogen system at its WWTP facilities, installed a completely new system that collects fats, oils, and grease and sends it directly to the anaerobic digesters for more efficient treatment, provided a biogas cleaning system for the conditioning and transfer of biogas to the engine generator as well as 30 distinct conservation projects in a separate phase

Please rate your experience with the Vendor	Need Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service				
a. Responsive	☐	☐	x	☐
b. Accuracy	☐	x	☐	☐
c. Deliverables	☐	☐	x	☐
Vendor's Organization:				
a. Staff expertise	☐	☐	x	☐
b. Professionalism	☐	☐	x	☐
c. Staff turnover	☐	☐	☐	x
Timeliness of:				
a. Project	☐	☐	x	☐
b. Deliverables	☐	☐	x	☐

Additional Comments (provide additional sheet if necessary):

****THIS SECTION FOR CITY USE ONLY****						
Verified via:	Email:	☐	Verbal:	☐	Mail:	☐
Verified by:	Name:				Title:	
	Department:				Date:	

Sub-Respondents

Sub-Respondents

Respondents must clearly identify any sub-respondents that may be utilized for the Work in accordance with the Contract.

A Sub-respondent shall be paid through Respondent or Respondent's firm and not paid directly by the City. Sub-Respondents are allowed by the City in the performance of the services delineated within this RFQ. Respondent must clearly reflect in its Proposal the major Sub-Respondent(s) to be utilized in the performance of required services. The City retains the right to accept or reject any Sub-Respondent proposed in the response of successful Respondent(s) or prior to contract execution. Any and all liabilities regarding the use of a Sub-Respondent shall be borne solely by the successful Respondent and insurance for each Sub-Respondent must be maintained in good standing and approved by the City throughout the duration of the Contract. Neither successful Respondent nor any of its Sub-Respondents are considered to be employees or agents of the City. Failure to list all Sub-Respondents and provide the required information may disqualify any proposed Sub-Respondent from performing work under this RFQ.

Because the project is yet to be awarded and a scope of work has not been established for the installation of energy efficiency measures, ENGIE has yet to determine subcontractors. Once a contract has been agreed upon for the implementation of measures, ENGIE will clearly identify all sub-respondents that may be used for the work in accordance with the contract.

ENGIE is vendor and equipment agnostic. Our procurement team has extensive experience and knowledge about the Florida labor market related to engineering, construction, installation, and other services. To ensure best value and pricing, ENGIE runs a competitive procurement process for labor on all scopes. ENGIE will obtain multiple bids from our qualified pool of subcontractors and can also include local labor outreach or the City's preferred vendors. Many of ENGIE's competitors work directly with preferred labor partners, which means the City is not getting competitive and transparent pricing on scopes. ENGIE will conduct relevant site walks with subcontractors, abiding by all state and local COVID health and safety guidelines.

Required Forms

ACKNOWLEDGMENT AND SIGNATURE PAGE

This form must be completed and submitted by the date and the time of bid opening.

Legal Company Name (include d/b/a if applicable): ENGIE Services U.S. Inc. Federal Tax Identification Number: 46-5545462

If Corporation - Date Incorporated/Organized: 4/16/2014

State Incorporated/Organized: Delaware

Company Operating Address: 1451 W. Cypress Creek Road, Suite 300

City Ft. Lauderdale State FL Zip Code 33509

Remittance Address (if different from ordering address): P.O. Box 741212

City Los Angeles State CA Zip Code 90074-1212

Company Contact Person: Joseph Repole Email Address: joseph.repole@engie.com

Phone Number (include area code): 386-506-6231 Fax Number (include area code): Not applicable

Company's Internet Web Address: www.engie-na.com

IT IS HEREBY CERTIFIED AND AFFIRMED THAT THE BIDDER/RESPONDENT CERTIFIES ACCEPTANCE OF THE TERMS, CONDITIONS, SPECIFICATIONS, ATTACHMENTS AND ANY ADDENDA. THE BIDDER/RESPONDENT SHALL ACCEPT ANY AWARDS MADE AS A RESULT OF THIS SOLICITATION. BIDDER/RESPONDENT FURTHER AGREES THAT PRICES QUOTED WILL REMAIN FIXED FOR THE PERIOD OF TIME STATED IN THE SOLICITATION.

CJenkins January 10, 2022

Bidder/Respondent's Authorized Representative's Signature: Date

Type or Print Name: Courtney Jenkins

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF BIDDER/RESPONDENTTO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE BID/PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY BID/PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE BIDDER/RESPONDENT TO THE TERMS OF ITS OFFER.

ANY EXCEPTION, CHANGES OR ALTERATIONS TO THE GENERAL TERMS AND CONDITIONS, HOLD HARMLESS / INDEMNITY DOCUMENT OR OTHER REQUIRED FORMS MAY RESULT IN THE BID/PROPOSAL BE DEEMED NON-RESPONSIVE AND DISQUALIFIED FORM THE AWARD PROCESS

STATEMENT OF QUALIFICATION CERTIFICATION

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit http://www.dos.state.fl.us/).

Company: (Legal Registration) ENGIE Services U.S. Inc.

Name/Principal/Project Manager: Joseph Repole (Principal)/Edward Meinking (Project Manager)

Address: 1451 W. Cypress Creed Road, Suite 300

City: Ft. Lauderdale State: FL Zip: 33309

Telephone No. 386-506-6231 **FEIN/Tax ID No.** 46-5545462 Email: joseph.repole@engie.com

Does your firm qualify for MBE or WBE status: MBE _____ WBE _____

ADDENDUM ACKNOWLEDGEMENT - Respondent acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued
1	12/2/21		

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Respondent will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is implied that your bid/proposal complies with the full scope of this solicitation. If this section does not apply to your bid, simply mark "N/A". **If submitting your response electronically through BIDSYNC you must click the exception link if any variation or exception is taken to the specifications, terms and conditions.**

ENGIE has no variations or exceptions to the terms provided in RFQ-4702-22-GJ.

The below signatory agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a Contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of $500.00This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Courtney Jenkins
Name (printed)

Signature

1/10/2022
Date:

Vice President and General Manager
Title

DRUG-FREE WORKPLACE PROGRAM

IDENTICAL TIE BIDS - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids that are equal with respect to price, quality, and service are received by the state or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employee that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program (if such is available in the employee's community) by, any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of these requirements.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

CJenkins

SIGNATURE

Courtney Jenkins

PRINTED NAME

ENGIE Services U.S. Inc.

NAME OF COMPANY

RFQ/RFP/ITB Number: RFQ-4702-22-GJ Title: Energy Performance Contracting

CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER RESPONSIBILITY MATTERS

The applicant certifies that it and its principals:

(a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, sentenced to a denial of federal benefits by a state or federal court, or voluntarily excluded from covered transactions by any federal department or agency;

(b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction, violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

(c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and

(d) Have not within a three-year period preceding this application had one or more public transactions (federal, state, or local) terminated for cause or default.

Applicant Name and Address:

ENGIE Services U.S. Inc.

1451 W. Cypress Creek Road, Suite 300

Ft. Lauderdale, FL 33309

Application Number and/or Project Name:

RFQ-4702-22-GJ Energy Performance Contracting

Applicant IRS/Vendor Number: 46-5545462

Type/Print Name and Title of Authorized Representative:

Courtney Jenkins

Signature:  Date: 1/10/22

RFQ/RFP/ITB Number: RFQ-4702-22-GJ Title: Energy Performance Contracting

NON-COLLUSION AFFIDAVIT

STATE OF: California

COUNTY OF: Oakland, being first duly sworn, deposes and says that:

(1) He/she is Courtney Jenkins of ENGIE Services U.S. Inc., the Respondent that has submitted the attached Bid.

(2) He/she has been fully informed regarding the preparation and contents of the attached Bid and of all pertinent circumstances regarding such Bid;

(3) Such Bid is genuine and is not a collusion or sham Bid;

(4) Neither the said Respondent nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant has in any way colluded, conspired, connived or agreed, directly or indirectly with any other Respondent, firm or person to submit a collusive or sham Bid in connection with the contractor for which the attached Bid has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Respondent, firm or person to fix the price or prices, profit or cost element of the Bid price or the Bid price of any other Respondent, or to secure an advantage against the City of Hollywood or any person interested in the proposed Contract; and

(5) The price or prices quoted in the attached Bid are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Respondent or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

(SIGNED) _____

Title: Courtney Jenkins, Vice President and General Manager

Subscribed and sworn to before me this

10 day of January, 20 22

My commission expires:

RFQ/RFP/ITB Number: RFQ-4702-22-GJ Title: Energy Performance Contracting

SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a) FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS

1. This form statement is submitted to City of Hollywood, FL.
By Courtney Jenkins, VP an GM for ENGIE Services U.S. Inc.
(Print individual's name and title) (Print name of entity submitting sworn statement)
whose business address is 1451 W. Cypress Creek Road, Suite 300, Ft. Lauderdale, FL 33309
and if applicable its Federal Employer Identification Number (FEIN) is 46-5545462. If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement.

2. I understand that "public entity crime," as defined in paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misinterpretation.

3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in an federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

4. I understand that "Affiliate," as defined in paragraph 287.133(1)(a), Florida Statutes, means:

   1. A predecessor or successor of a person convicted of a public entity crime, or
   2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5 I understand that "person," as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or any entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and that bids or applies to bid on contracts let by a public entity, or that otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. Based upon information and belief, the statement that I have marked below is true in relation to the entity submitting this sworn statement. (please indicate which statement applies.)

__x__ Neither the entity submitting sworn statement, nor any of its officers, director, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime, but the Final Order entered by the Hearing Officer in a subsequent proceeding before a Hearing Officer of the State of the State of Florida, Division of Administrative Hearings, determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the Final Order).

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN THAT IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THAT PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017 FLORIDA STATUTES FOR A CATEGORY TWO PROJECT OF ANY CHANGE IN THE INFORMATION CONTAINED ON THIS FORM.

_____
(Signature)

Sworn to and subscribed before me this 10 day of January, 20 22.

Personally known Courtney B. Jenkins

Or produced identification _____ Notary Public-State of _____

California My commission expires March 20 2022

_____
(Printed, typed or stamped commissioned name of notary public)

RFQ/RFP/ITB Number: RFQ-4702-22-GJ Title: Energy Performance Contracting

LINDA MARIE HANGARTNER
COMMISSION #2235185
NOTARY PUBLIC - CALIFORNIA
ALAMEDA COUNTY
MY COMMISSION EXPIRES
MARCH 22, 2022

HOLD HARMLESS AND INDEMNITY CLAUSE

ENGIE Services U.S. Inc. and Courtney Jenkins

(Company Name and Authorized Representative's Name)

, the contractor, shall indemnify, defend and hold harmless the City of Hollywood, its elected and appointed officials, employees and agents for any and all suits, actions, legal or administrative proceedings, claims, damage, liabilities, interest, attorney's fees, costs of any kind whether arising prior to the start of activities or following the completion or acceptance and in any manner directly or indirectly caused, occasioned or contributed to in whole or in part by reason of any act, error or omission, fault or negligence whether active or passive by the Contractor, or anyone acting under its direction, control, or on its behalf in connection with or incident to its performance of the Contract.

SIGNATURE	Courtney Jenkins PRINTED NAME
ENGIE Services U.S. Inc. COMPANY OF NAME	January 10, 2022 DATE

Failure to sign or changes to this page shall render your bid non-responsive.

SOLICITATION, GIVING, AND ACCEPTANCE OF GIFTS POLICY

Florida Statute 112.313 prohibits the solicitation or acceptance of Gifts. - "No Public officer, employee of an agency, local government attorney, or candidate for nomination or election shall solicit or accept anything of value to the recipient, including a gift, loan, reward, promise of future employment, favor, or service, based upon any understanding that the vote, official action, or judgment of the public officer, employee, local government attorney, or candidate would be influenced thereby.". The term "public officer" includes "any person elected or appointed to hold office in any agency, including any person serving on an advisory body."

City of Hollywood policy prohibits all public officers, elected or appointed, all employees, and their families from accepting any gifts of any value, either directly or indirectly, from any contractor, respondent, consultant, or business with whom the City does business.

The State of Florida definition of "gifts" includes the following:

Real property or its use,
Tangible or intangible personal property, or its use,
A preferential rate or terms on a debt, loan, goods, or services,
Forgiveness of indebtedness,
Transportation, lodging, or parking,
Food or beverage,
Membership dues,
Entrance fees, admission fees, or tickets to events, performances, or facilities,
Plants, flowers or floral arrangements
Services provided by persons pursuant to a professional license or certificate.
Other personal services for which a fee is normally charged by the person providing the services.
Any other similar service or thing having an attributable value not already provided for in this section.

Any contractor, Respondent, consultant, or business found to have given a gift to a public officer or employee, or his/her family, will be subject to dismissal or revocation of the Contract.

As the person authorized to sign the statement, I certify that this firm will comply fully with this policy.

SIGNATURE	Courtney Jenkins PRINTED NAME
ENGIE Services U.S. Inc. NAME OF COMPANY	Vice President and General Manager TITLE

Failure to sign this page shall render your bid non-responsive.

1451 W. Cypress Creek Road, Suite 300
Ft. Lauderdale, FL 33309
www.engie-na.com