



**TOWN OF CLIFTON PARK
REQUEST FOR PROPOSAL (RFP) NO. 1 FOR
PERFORMANCE BASED CONTRACT TO REPLACE CURRENT HID
STREETLIGHT SYSTEM WITH AN ENERGY EFFICIENT
STREETLIGHT SYSTEM**

RFP QUESTIONS RECEIVED

The Town has received the following questions, and has supplied the following responses, regarding the Solicitation for the Streetlights owned by National Grid within the town:

Q: *Please provide the time, date and location of the pre-bid meeting.*

A: **The Town has decided to cancel the pre bid meeting, instead extending the time for written questions to be submitted until January 5, 2018, at 5:00 P.M.**

Q: *Will you be providing a call-in number so people who aren't able to attend in-person will be able to listen in and participate?*

A: **N/A**

Q: *Will you entertain a proposal that does not include a guaranteed savings but finances the project over a shorter term and provides a positive cash flow?*

A: **The Town seeks an energy performance contract consistent with Article 9 of the NYS energy Law and is interested in determining and realizing guaranteed savings associated with the initiative.**

Q: *Given the lighting savings in an energy performance contract are often stipulated, is there a reason that Clifton Park wants to burden this project with the cost of M&V? Not requiring M&V could return more funds to the Town more quickly. Does the Town anticipate requiring M&V for the entire 15 year contract term?*

A: **The RFP does not require a measurement and verification plan extending 15 years. The Town would like to see a mechanism for measuring and demonstrating savings realized through the initiative in a manner and method that can be verified and cross checked.**

Q: *P13: Describe how cost savings opportunities will be identified, documented, and measured. Question: Are you considering other cost saving opportunities in this project or just street lighting?*

A: **The town is engaged in other projects designed to provide energy efficiency and cost savings, but this solicitation is limited to the scope of work surrounding the acquisition, financing and upgrade of the streetlights.**

Q: *Has the Town initiated the purchase of the street light equipment?*

A: **No. the Town has not initiated the purchase of the streetlights or related equipment from the utility.**

Q: *Is the Town looking to the contractor for assistance with this task? Given the considerable length of time it may take to execute the purchase how is the contractor to be compensated for these services? How will the contractor be compensated for its time and effort if the cost of purchasing the street light equipment makes the project not financially viable?*

A: **Yes, the Town seeks the assistance of the successful proposer in acquiring a price and negotiating the acquisition of existing lighting equipment from the utility. The Town would expect that proposers would include a unified proposal which compensates them for all phases of the completed, successful project. Proposers are free to include a separate, or alternate component for the negotiation phase in the event of an unsuccessful negotiation. Others may choose to assume, and not shift, that risk to the municipality.**

Q: *Has there been a condition assessment of the street light equipment? Can it be shared with the proposers?*

A: **No. A condition assessment of the lights currently owned by the utilities has not been done.**

Q: *Is the Town open to stipulated savings?*

A: **Yes.**