



**Emerald Coast Utilities Authority
PRE-PROPOSAL MEETING /
RFP PRESENTATION**

**ALTERNATIVE ENERGY FACILITY
TO INCLUDE DESIGN, SUPPLY AND
CONSTRUCTION OF ECUA FACILITY
ECUA RFP NUMBER CC 2014-24**

July 17, 2014 – 10:00 a.m.



**SOLID WASTE
MANAGEMENT
CONSULTANTS**

Agenda

1. Introductions
2. RFP Table of Contents
3. Background
4. RFP Schedule
5. Business Opportunity
6. Interpretation, Validity, Evaluation, Determination
7. Requirements and Updates
8. Selection Criteria
9. Timetable
10. Format
11. General Conditions
12. Forms
13. Questions
14. Conclusion

Introductions of Staff and Guests

- ECUA Project Team Participants
 - Randy Ruud, Deputy Executive Director of Shared Services
 - Don Palmer, ECUA Project Manager
 - Amy Williamson, Senior Purchasing Agent
 - Bob Brickner, Exec. V-P of GBB
- Potential Attendees of the Qualified Contractors:
 - MWH Constructors, Inc.
 - Resource Energy Development, Inc.
 - NOVI Energy
- Meeting Format
 - Presentation of highlights of the RFP document
 - Q&A Session after the presentation
 - ECUA Site Tour
- Meeting Follow-up: Addenda, as necessary

MANDATORY PRE-PROPOSAL MEETING – How will “Mandatory” be considered?

- ECUA will consider meeting the Mandatory attendee provision based on the names on the formal Sign-In sheet. Names could be (a) the Prime Contractor that actually submits a Proposal, or (b) a subcontractor, or other team member associated with a Prime Contractor, that submits a proposal and attendee is named therein.
- Meeting attendees need to “sign in” as themselves, and the company they represent. In order for a proposal to be acceptable with regard to the mandatory attendance requirement, at least one company of the project team must be represented at the pre-proposal meeting.

RFP Table of Contents

1. Requested services and current ECUA operations
2. CWRf facility and current energy demands
3. The RFP procurement team and contact person
4. Procurement process
5. Selection criteria/evaluation of proposals
6. General instructions to the proposers
7. General conditions
8. Contractor's performance standards for all contracts
9. RFP appendices
 - General forms (GF)
 - Performance, business and cost forms (PF)

Exhibits

Exhibit#	Description
1	Locations of Escambia County in Florida; City of Pensacola; and ECUA
2	Residential Yard Waste Quantities Collected by ECUA
3	General Service Map of the ECUA Solid Waste, Yard & Trash Collection in Escambia County; ECUA location highlighted
4	ECUA AEF Services RFP Schedule
5	Aerial View of the CWRF
6	CWRF Site Layout
7	Potential AEF Facility Site Shown in Red Polygons
8	Historical Natural Gas Consumption and Current Pricing
9	Historical Electricity Consumption and Current Pricing
10	Historical CWRF Sludge Generation and Management



Background on ECUA and Pertinent ECUA Services and Facilities

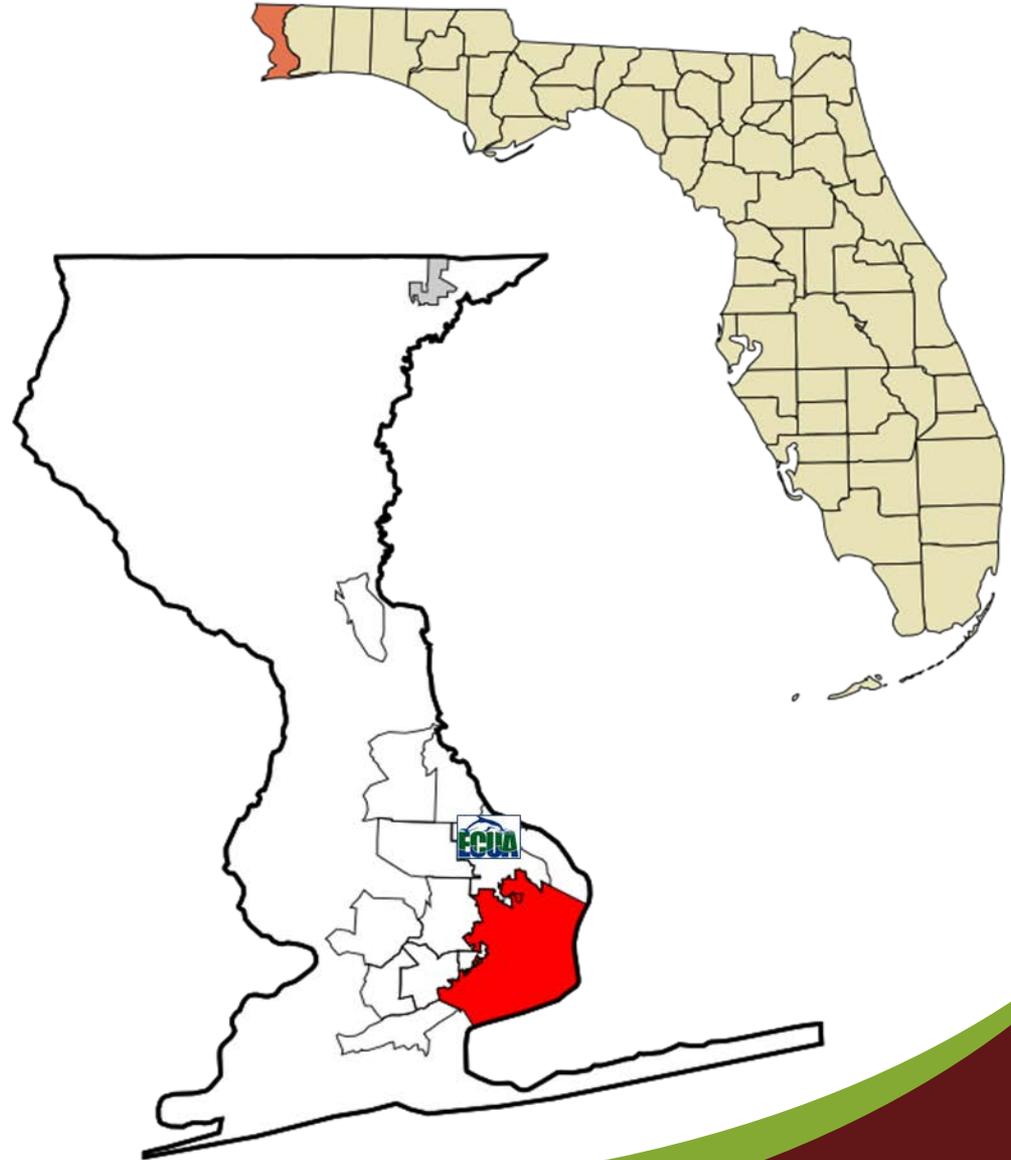
- The Emerald Coast Utilities Authority (ECUA, or “the Authority”) was created by State Legislation in 1981 to acquire, consolidate, manage, and operate the water and wastewater systems in Escambia County, Florida.



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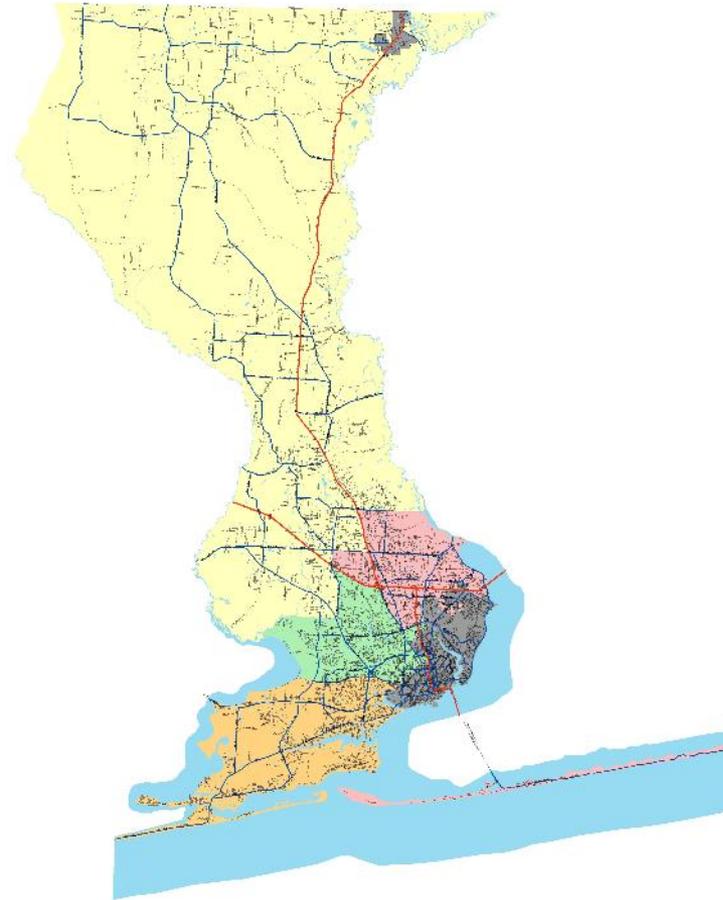
Location

Escambia County in Florida;
City of Pensacola; and ECUA



General Service Map of the ECUA

Solid Waste, Yard & Trash
Collection in Escambia
County; ECUA location
highlighted



Emerald Coast Utilities Authority (ECUA)
Plymo Industrial Park
6255 Staroverton Avenue
Pensacola, FL 32514
<http://www.ecua.org>

County:
Escambia
Parish, Virginia 27253-14070
Tel (Local): 703-666-5333
Tel (Toll Free): 800-367-8224
Fax: 703-666-7822
URL: www.21xx.com/Service.html

Map Projection:
Florida State Plane North, NAD 1983
Link Fee:



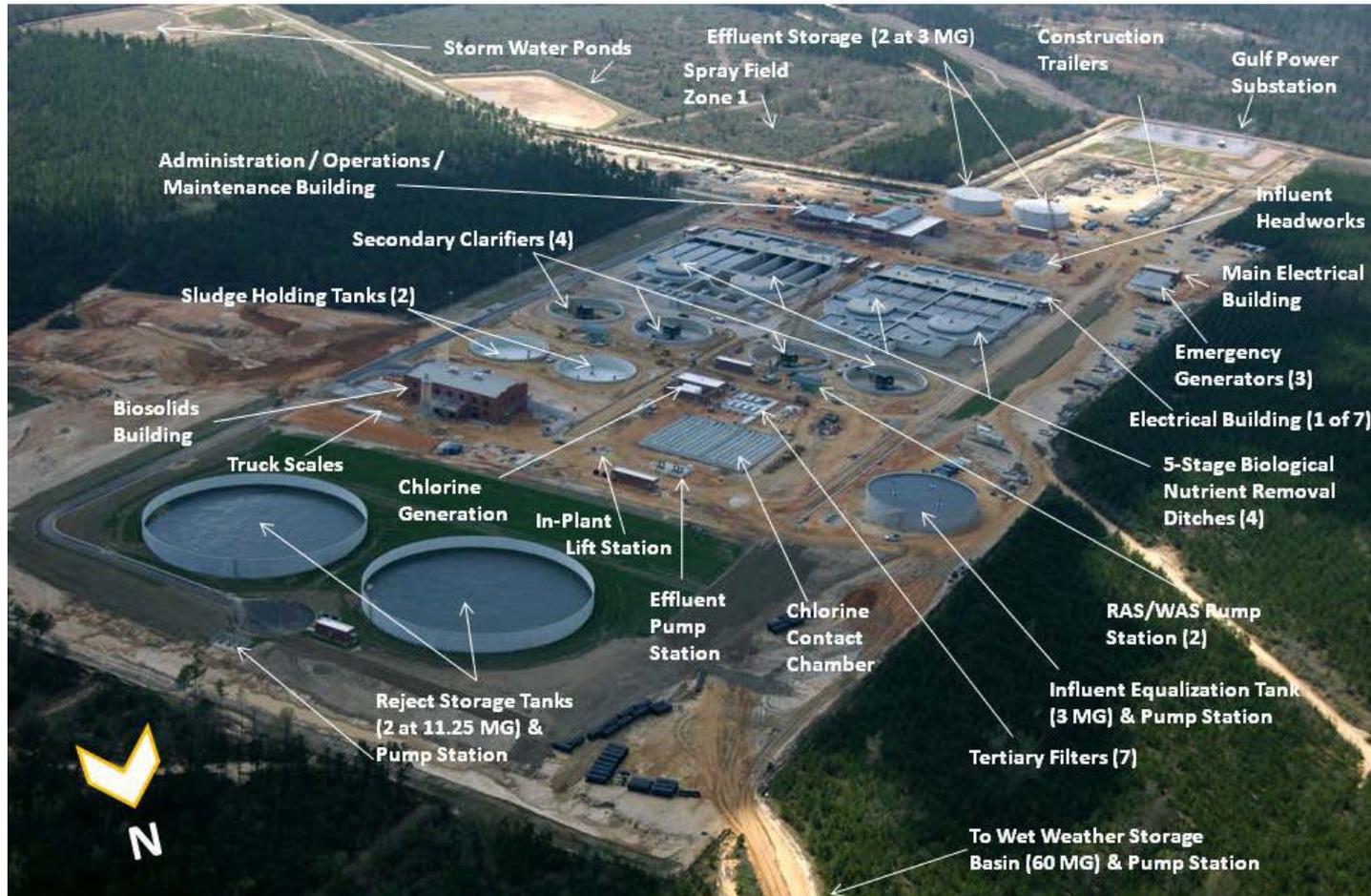
Legend Days of the Week

- Tuesday
- Wednesday
- Thursday
- Friday
- Municipality Not Collected

Aerial View of the CWRF



CWRF Site Layout



Potential AEF Facility Site

(Generally as Shown in Red Oval)





ECUA AEF Services RFP Schedule

Event	Tentative Date/Timeframe
RFP Published	June 19, 2014
Mandatory Pre-Proposal Conference	July 17, 2014, 10:00 am, Local Time
Last Day to Submit Questions	September 9, 2014, 12:00 pm, Local Time
Last Day for ECUA Addenda	September 12, 2014
Proposals Due to ECUA	September 18, 2014, 12:00 pm, Local Time
Questions Issued to Proposers	Early October, 2014
Responses from Proposers due to ECUA	Mid October, 2014, 12:00 pm, Local Time
Tentative Interview(s) with Shortlist	Mid October , 2014
Selection of “Preferred Contractor” for Negotiations	November, 2014
Negotiations/Project Development	December 2014 – February 2015
Contract Approved and Signed	February, 2015
Notice to Proceed Issued by the ECUA to the Contractor	March, 2015



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RFP – Business Opportunity

- ECUA is requesting Proposals from the Pre-Qualified Contractors for the design, permitting, financing, construction and operation of the AEF. The AEF would be located on a site owned by ECUA that is adjacent to the CWRF.
- In the RFQ, the ECUA alluded to the potential for their ownership and operation of the AEF. However, a decision on these two key issues by ECUA has not been made at this point in time. Therefore, the ECUA requests that the proposer indicate their pricing structure and business arrangement considering private financing and operations, with an optional Proposal wherein the AEF could, at any time after five (5) years of commercial operation, and at the sole election of the ECUA, be purchased by ECUA and fully operated by ECUA.

RFP – Business Opportunity

- The CWRF generates sludge that is currently processed through two dryers. One potential energy market for the AEF will be the Biosolids Building at the WWTP where steam is currently used in two dryers to dry the sludge filter cake.
- Future production or processing facilities located at the CWRF site could also utilize energy generated by the AEF. If the potential facility can consume the filter cake sludge and eliminate the current sludge dryers, this is the ECUA's preference. Currently, this end-product material is sold to the highest bidder.

RFP – Business Opportunity

- The ECUA is currently in the permitting process to develop a yard trash / biosolids (sludge) composting facility adjacent to the proposed AEF site. The selected Contractor could take over this composting site for final composting of the digestate, or use the site for yard trash preparation for fuel if a bio-mass or gasification system is selected.
- As another option, the Service Contract could be negotiated so that ECUA continues operation of the composting facility and accepts the digestate from the Contractor. These options need to be reviewed by the Proposer and considered accordingly.

Residential Yard Waste Quantities Collected by ECUA

ECUA-Collected Yard Waste	FY 13 Tonnages	FY 12 Tonnages	FY 11 Tonnages
Residential Yard Waste	22,144	17,990	17,351

- The recent historical tonnages of yard waste that have been collected by ECUA are summarized above.
- For the first seven months of FY2014, ECUA has collected 16,000 tons of yard waste.

Historical Natural Gas Consumption and Current Pricing (Initial vs. Current)

MONTHLY PERIOD	PERIOD COVERED	USAGE BILLED (CCF)	\$ AMOUNT	COST/THERM
October-10	10/11-11/03	420	\$749.19	\$1.78
November-10	11/03-12/02	3736	\$6,748.31	\$1.81
December-10	12/02-01/03	5844	\$6,241.62	\$1.07

January-14	1/02-2/02	88780	\$57,564.13	\$0.65
February-14	2/02-3-02	86126	\$61,479.00	\$0.71
March-14	3/02-4/02/	56892	\$48,012.63	\$0.84
April-14	4/02-5/03	31569	\$24,243.78	\$0.77



Historical Electricity Consumption and Current Pricing (Initial vs. Current)

Monthly Period	Period Covered	Usage	Electric Service	Rental	\$ Amount Billed
September-10	09/01-09/30	343,839	\$32,038.05	\$1,476.00	\$33,514.05
October-10	10/01-10/31	541,384	\$43,588.59	\$0.00	\$43,588.59
November-10	11/01-11/30	1,110,269	\$92,763.27	\$2,952.00	\$95,715.27
December-10	12/01-12/31	1,097,119	\$91,583.62	\$1,476.00	\$93,059.62
January-14	01/01-01/31/14	1,964,590	\$150,404.70	\$1,575.58	\$151,980.28
February-14	02/01-02/28	1,891,373	\$147,228.78	\$1,575.58	\$148,804.36
March-14	03/01-03/31		\$162,396.69	\$1,575.58	\$163,972.27
April-14	04/01-04/30		\$163,489.05	\$1,575.58	\$165,064.63



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Historical CWRf Sludge Generation & Management

Exhibit 10 provides an overview of the sludge quantities generated at the CWRf that could potentially be integrated as a feedstock for this AEF opportunity. On an average annual basis, the CWRf currently produces about 85 wet tons per day of sludge from the screw presses.

As indicated in Exhibit 10, some of this material goes through the sludge dryers (dry tons from dryers is noted in column A) and due to outages of the dryers, some of the sludge must be hauled to the landfill (wet tons from screw presses hauled to landfill noted in column B).

Date	Dryer Produced (Dry Tons)	Hauled Landfill (Cake Tons)	Approx Hauled (Dry Tons)	Dryer (Dry Tons/day)	Total (Dry Tons/Mo)	Total Dry (Dry Tons/day)	Total Wet (Wet Tons/day)
January-13	391	0	0	12.60	391	12.60	81.32
February-13	274	160.12	25	9.78	299	10.67	68.81
March-13	296	1342.27	208	9.54	504	16.25	104.85
April-13	359	1091.44	169	11.95	528	17.59	113.51

January-14	431	0	0	13.89	431	13.89	89.63
February-14	415	107.11	17	14.84	432	13.94	89.91
March-14	337	736.68	114	10.87	451	14.55	93.87
April-14	81	1786.7	277	2.70	358	11.54	74.47
May-14	281	131.23	23	9.05	304	9.80	55.97

Update Note: May 2014: – ECUA also hauled 2,862 Wet tons to a farm (est. 500 additional Dry Tons)...so Approx. Hauled (Dry Tons) was a total of 523 (23 + 500 tons) and the Total (Dry Tons) was 804 (304 + 500)= 26TPD and total Wet was about 148 Wet Tons/Day).

Interpretation of Documents

- No interpretation of the meaning of the RFP or other pre-proposal documents will be made to any party orally. Requests for additional information or clarifications of the RFP must be made in writing to the RFP Coordinator at the address below no later than five business days prior to the date fixed for Proposals Submittal.
- ECUA, Attention: Amy Williamson, P.O. Box 15311. Pensacola, FL 32514 (e-mail: Amy.williamson@ecua.fl.gov)

Validity of Proposals & Pricing Therein

- Valid up to 120 working days from the due date of the Proposals; with longer term adjustment, if delayed. Method to be presented in the proposal.
- Bid Bond – 5% of the proposed 1st year cost of services, as pricing submitted.
- Submit – 1 Original and 8 Copies of the Proposal

Proposal Evaluation & Determination

Amongst other criteria, the Proposers may quickly not be deemed to be Qualified Proposers if:

- The Proposer fails to submit a responsive RFP submittal, including failure to provide all required documentation;
- The Proposer fails to meet the Technical Experience Requirements, the Corporate Experience Requirements; or fails to provide Operational Experience data on the technology;
- Reasonable grounds exist that Proposer is involved in collusion among other applicants;
- The Proposer, or any of its principals, is currently disbarred from bidding on public entity work in any state; and
- The Proposer or an affiliate has been placed on the convicted vendor list following a conviction for public entity crime within the past 36 months

Requirements of the Original RFQ and Updates

The following sets forth the qualification submittal requirements of the RFQ to which a Proposer must provide any significant updates or changes from the previously submitted information:

- Corporate Information and Experience Requirements
- Technical Criteria Requirements and Updates
- Managerial (including Operational) Criteria Requirements and Updates
- Financial Criteria Requirements and Updates

Reference Facility Requirements & Updates

- The Proposer should have at least one solid waste energy recovery facility, or biomass-fired energy reference plant, of at least 150 TPD (i.e., comparable in size to, or exceeding) the proposed project, where it was at least responsible for the design and construction. The Proposer, or members of its implementation team, shall verify and update all information requested regarding the reference facility. Failure to provide this information may result in the Applicant not being qualified to propose on this Project.

Rights of the ECUA

1. To waive any minor informalities in the RFP.
2. To prepare and issue modifications and/or addenda to the RFP prior to the receipt of Proposals that may expand, restrict, or cancel any portion or all work described in this RFP.
3. To receive questions from prospective proposers and to provide such answers as it deems appropriate.
4. To reject any or all responses to this RFP.
5. To change the date for receipt of this RFP or any deadlines and dates specified in this RFP.
6. To change the procurement and /or selection process.

Rights of the ECUA (continued)

7. To conduct investigations with respect to the information provided by each Proposer and to request additional information to support such Proposer's responses and submittals.
8. To seek clarifications from each Proposer.
9. To select as the Preferred Contractor the Proposer that, in the sole judgment of the ECUA, is in ECUA's best interest.
10. To cancel this RFP with or without the substitution of another RFQ and /or RFP and in any case, with or without cause, in the sole discretion of the ECUA and without liability to the ECUA.
11. To request recertification of any or all of the qualification data/information previously provided by any of the Qualified Contractors during this RFP process.

Selection Criteria/Evaluation of Proposals

1. Qualifications of the Proposal team (experience with similar projects and local agencies) individual companies, and key members of the management team.
2. Past record in similar projects with regard to meeting performance measures, environmental compliance, and history of litigation.
3. The cost for the ownership, design/build, maintenance and operation of the AEF Project.
4. The service fee per ton indicated to be charged by the Proposer to ECUA over life of contract based on the services proposed.
5. The number of construction and long-term operations and maintenance jobs created.
6. Financial depth and stability and guarantees (insurance, bonds, letters of credit) ensuring performance.
7. Proposed schedule to complete the work and demonstrated ability to meet proposed schedules and budgets on past projects,
8. Quality of Proposal and specific approach to this Project;
 - a) Carbon footprint, emissions, and other environmental impacts of total operation
 - b) Flexibility and adaptability of Proposal, e.g. contingency plans, risk assessment; and
 - c) Means for continuous interface with ECUA management
9. Degree of cooperation and transparency during Proposal submission and review process.

Timetable for Negotiating Service Contract

- As part of the process, ECUA envisions it will enter into negotiations of a Service Contract with the preferred Proposer, including negotiations on a Site Lease Agreement.
- The selected Proposer (Preferred Contractor) will enter into negotiations regarding the items contained in the RFP and Proposal, including any evaluation-related updates. ECUA anticipates that within 90 days after being notified of the selection of a Preferred Contractor, negotiations would be concluded and a Service Contract available to present to the ECUA Board.
- The agreement would include all presentation and clarification information provided during the Proposal evaluation phase, and negotiations as applicable. In case of failure to comply with this timeframe requirement for negotiations “in good faith” of a Service Contract, the Preferred Contractor may be considered to have abandoned all rights and interests in the award, the Proposal Bond may be declared to be forfeited to ECUA and the contract may be awarded to another Proposer.

Validity of Proposals

- Proposers may withdraw and resubmit their Proposal at any time prior to the closing time for receipt of Proposals. No Proposal may be withdrawn after the scheduled closing time for receipt of Proposals for a period of 180 working days following the due date for the proposal including the time of negotiations, unless the Proposer(s), at ECUA's request, agrees in writing to an extension.
- Additionally, if in the event the negotiations and contracting process takes longer than 180 days and this extended period was mutually acceptable to ECUA and the Preferred Contractor, the Proposer must indicate the specific adjustment factor, from the 180 day mark to a signed contract, that the Proposer prefers to use to adjust their proposed first-year prices.

Proposal Response Format

- The purpose of the Proposal is to demonstrate the qualifications, competence, and capacity of the Proposers seeking to undertake the AEF Project. In order to enhance this process and provide each Qualified Contractor an equal opportunity for consideration, adherence to the format presented in the RFP is a requirement.
- The items listed below, shall be submitted with each Proposal in the order shown. Failure by a Proposer to include all listed items may result in the rejection of its Proposal.

Format of the Proposal Response

- **Tab I - Management Summary & General Forms**
- **Tab II - Business Plan**
 - Organization
 - Licensures and Other Documentation
 - Qualification
- **Tab III - Technical Proposal**
 - Summary of the technology proposed
 - Performance Information
 - System and Equipment Layout and use of the ECUA-provided project site
 - Qualifications to perform required services and Reference Plant listings

Format of the Proposal Response

- **Tab IV- Financial Proposal**
 - Proposed pricing
 - Capital, Operation and Maintenance Costs
 - Financial Analysis
 - Financial Capability
- **Tab V – Exceptions to Potential Contract Related Conditions,**
 - While a Draft Service Contract is not currently part of the RFP documents, if the Proposer takes an exception to any provision or requirement of the RFP, the exception must be clearly indicated in the response to this RFP.
- **Tab VI - Environmental Requirements**
- **Tab VII - Other Supporting Material**
 - Form PF-11 through PF – 19 should be completed and submitted in Tab VII.

Presentation of Proposal Information

- All written information must be presented in the English language
- All units of measure (such as feet, inches and acres) as well as weight [such a tons) must be presented as English format --- and not metric format!
- All cost information must be in US dollars

General Conditions

- Proposal and Contract Security (Proposal Bond)
- Performance Bond and Guarantees
 - Construction Phase
 - Operating Phase
- Insurance and Indemnity Requirements
 - Worker's Compensation and Employers' Liability Insurance
 - Commercial General Liability Insurance
 - Automobile Liability Insurance
 - Pollution and Environmental Liability Insurance
 - Professional Liability, Errors and Omissions Insurance
 - Excess - Umbrella Liability Insurance
 - Builders Risk Coverage
 - Motor Truck Cargo Coverage

Basis for Contract Price Adjustments (i.e., Cost Adjustment Proposal or CAP)

- The Proposal shall include fixed prices for Year 1 (that is, the first 12 months after formal Acceptance of the AEF and the material receiving/processing services under the Service Contract commence).
- Thereafter, the Cost Adjustment Method for the Service Contract service charge(s) on a \$ per ton basis shall be reviewed annually and revised effective October 1 of each subsequent Billing Year and extension period, if any, to allow the time to be coincident with ECUA's Fiscal Year (which runs from October 1 to September 30).

Contractor's Responsibility for Conditions of Work and Site

- The Proposer shall make its own independent investigation of the “Preferred Site” of the AEF, including all appropriate environs, and shall determine to Proposer’s satisfaction the conditions to be encountered, the nature of the work and all other factors affecting the work proposed under this RFP.
- The Proposer to whom a Contract is awarded will not be entitled to any additional compensation by reason of conditions being different from those anticipated or by reason of the failure to be acquainted fully with ECUA sites, the conditions, and the work in place, which may affect the work of this RFP and ensuing Service Contract.

Note: The geotech data from a site adjacent to the proposed AEF site will be issued with Addendum No. 1.

Permits

- The Contractor shall apply for, obtain, and be responsible for any and all federal, State, and local permits as are required to satisfy building, fire, health, safety and environmental statutes and rules and ordinances as may pertain to the selection, installation and/or operation of mobile or fixed equipment, controls, or proper disposal of wastes.

Appendix 1 – General Forms (GF)

Form #	Description/Title
GF-1	Proposal for performing related work
GF-2	Proposer information
GF-3	Anti-bribery affirmation & affidavit of qualification to propose
GF-4	Form of proposal bond
GF-5	Equal opportunity clause
GF-6	Certification of nonsegregated facilities
GF-7	Drug-free workplace form

Appendix 2

Performance, Business and Cost Forms (PF)

Form #	Description/Title
PF-1	Facility performance guarantees, energy & materials
PF-2	Guarantees associated with any biogas production
PF-3	Summary of project costs for AEF
PF-4	Capital costs for AEF
PF-5	Estimate of sources and uses of funds
PF-6	Annual operation and maintenance costs for AEF
PF-7	Consolidated service fee form for ECUA materials
PF-8	Annual cost adjustment proposal (cap) form
PF-9	Development of equipment replacement and renewal fund
PF-10	Revenue sharing proposal & host community fee

Appendix 2 – continued

Performance, Business and Cost *Forms* (PF)

Form #	Description/Title
PF-11	Non-collusion certification
PF-12	Indemnification agreement
PF-13	Disclosure
PF-14	Performance bond form
PF-15	Letter of credit affidavit from bank
PF-16	Affidavit of qualified contractor as proposer
PF-17	Insurance company letter of intent
PF-18	Company/guarantor letters of interest
PF-19	Guarantor acknowledgement
PF-20	Subcontractor/supplier solicitation form

Closer look: PF-3

SUMMARY OF PROJECT COSTS FOR AEF

AEF Project Proposed Price:

- A. Capital Costs (from Form PF-4)
- B. Annual Long-Term Debt (from Form PF-5)
- C. Annual Operations and Maintenance Costs
(From Form PF-6)

Closer look: PF-4

CAPITAL COSTS FOR AEF

a)	Facility Processing Equipment, including Installation	\$ _____
b)	Facility Building and Related Structures, incl. Foundations	\$ _____
c)	Facility Site-related incl. Roadways, Drainage, Utilities	\$ _____
d)	Mobile Equipment (If initially capitalized)	\$ _____
e)	Design and Permitting	\$ _____
f)	Construction Management Fee	\$ _____
g)	Mobilization, Startup and Acceptance Testing	\$ _____
	SUBTOTAL AEF	\$ _____
	TOTAL Capital Costs of AEF Project (Including all Options)	\$ _____

Closer look: PF-5

ESTIMATE OF SOURCES AND USES OF FUNDS

- A. Sources of Funds for overall Capital Costs
- B. Uses of Funds for overall Capital Costs
- C. Computation of the Annual Long-Term Debt included in Form PF-3 Price Proposal to City

Closer look: PF-6

Annual O&M Costs

- a) Personnel, Facility and Administrative \$ _____
- b) Utilities, Facility Only \$ _____
- c) Process Equipment Operations/Maintenance \$ _____
- d) Mobile Equipment Operations Inc. Fuel /Maintenance \$ _____
- e) Mobile Equipment Depr./Amortization (If not capitalized) \$ _____
- f) Equipment Replacement and Renewal Fund (from Form PF-9) \$ _____
- g) Residue Trucking Costs & Disposal at Landfill \$ _____
- h) Building Maintenance and Repairs \$ _____
- i) Other, including insurance, security, office expenses \$ _____
- j) 3rd Party w/Guarantees, Operator Overhead & Profit at ____% \$ _____

TOTAL AEF Operations & Maintenance Cost (Including all Options) \$ _____

Closer look: PF-7

CONSOLIDATED COST FORM FOR ECUA MATERIALS

- Since the actual AEF concept design, feedstocks and offering is not yet know to ECUA, at this time the ECUA wants to have the service fees presented based on the incremental \$/Ton for each of the potential feedstocks that could be contracted and described herein related to supply by ECUA; with disposal and/or processing services furnished by the Proposer in accordance with their Proposal.
- Therefore, in addition to each of the specific financial presentations required in Section 6.8, Tab IV of the RFP, the following information contained in this Form PF-7 will be the basis of the consolidated Cost Proposal.

Closer look: PF-7, continued

Waste Stream Type: <u>SLUDGE</u>		Price Proposal based on Increments Noted (\$/Ton)
Increments of Tonnage	Initial 0 - ____ tpy	\$ _____ per Incremental Ton
	Next tons from ____ - ____	\$ _____ per Incremental Ton
	Next tons from ____ - ____	\$ _____ per Incremental Ton
	Next tons from ____ and above	\$ _____ per Incremental Ton

Closer look: PF-7, continued

Waste Stream Type: <u>YARD WASTE</u>		Price Proposal (\$/Ton)
Increments of Tonnage	Initial 0 -20,000 tpy	\$ _____ per Incremental Ton
	Next tons from 20,001 – 25,000	\$ _____ per Incremental Ton
	Next tons from 25,001 – 30,000	\$ _____ per Incremental Ton
	Next tons from 30,001 and above	\$ _____ per Incremental Ton

Closer look: PF-7, continued

Waste Stream Type: <u>SEPTAGE & FOG</u>		Price Proposal (\$/Ton)
	All Quantities, tpy (See Note 1)	\$ _____ per Incremental Ton

Closer look: PF-8

ANNUAL COST ADJUSTMENT PROPOSAL (CAP) FORM

The Proposal must indicate the proposed baseline for cost adjustments over the life of the Service Contract. The Proposers shall split their costs into three fractions:

- (1) a fraction for fixed costs;
- (2) a fraction for fuel adjustment indexing; and
- (3) a fraction of “other costs” for a Consumer Price Index adjustment indexing.

CAP as proposed herein:

The Proposer presents the following portions of the total First Year’s prices in the respective Cost Adjustment Factors as described in Section 7.15 of the RFP to be adjusted:

_____ Percent that is Fixed with No Annual Adjustment

_____ Percent for the Fuel Cost Adjustment (FCA)

_____ Percent for the Rest-of-Proposed-Costs Adjustment (ROPCA)

Additionally, the maximum annual charge in the FCA and/or ROPCA may be proposed to be lowered to _____ percent of the maximums currently noted in Section 7.15, if desired by the Proposer.

Closer look: PF-9

Development of Equipment Replacement & Renewal Fund

(to be discussed during presentation)

Closer look: PF-10

REVENUE SHARING PROPOSAL & HOST COMMUNITY FEE

The Contractor must indicate its revenue sharing Proposal for all Energy, Recyclable Materials recovered, or other products generated:

1. Energy produced from the AEF

- ECUA share of the revenues _____%
- Contractor share of the revenues _____%

2. Recovered Recyclable Materials

- ECUA share of the revenues _____%
- Contractor share of the revenues _____%

3. Compost final product (If AD Proposed as Option)

- ECUA share of the revenues _____%
- Contractor share of the revenues _____%

4. CNG/LNG and/or power (If AD Proposed as Option)

- ECUA share of the revenues _____%
- Contractor share of the revenues _____%

Closer look: PF-10, continued

Other: Host Community Fee

- In recognition that the AEF will be privately owned and operated within the confines of the facility permit and feedstock provisions, the ECUA is not constraining the Contractor from accepting other legally obtained feedstocks from being consumed at the AEF.
- While the feedstocks described in Form PF-7 are expected to be those originating from ECUA and providing the contracted base load for the AEF, other non-ECUA permitted feedstocks could be considered for input at the AEF. For any other third-party feedstock supplies brought into the AEF and utilized by the Contractor, a Host Community Fee (“Host Fee”) payment will be required to be collected by the Contractor and paid to ECUA.
- If applicable, a Proposal of this incremental payment amount to ECUA by the Proposer is to be proposed using Form PF-10.

Time for Questions

Please state your name and affiliation

Ground Rules for the ECUA Site Tour

Conducted By: Don Palmer, ECUA Project Manager

**On behalf of ECUA and GBB,
I thank you for attending!**

....Meeting adjourned, off to the site tour!