

**REQUEST FOR BOARD ACTION**

**HENDERSON COUNTY  
BOARD OF COMMISSIONERS**

**MEETING DATE:** Monday, February 4, 2013

**SUBJECT:** Performance Contracting

**PRESENTER:** Megan Piner

**ATTACHMENTS:** No

**SUMMARY OF REQUEST:**

During the October 17<sup>th</sup> meeting of the Board of Commissioners, Engineering presented the possibility of Performance Contracting (PC) to pay for energy saving improvements to County facilities with the resulting and guaranteed savings. In addition to energy savings, these improvements could also address needed maintenance projects. The Board directed Engineering to further investigate the viability of a PC.

Subsequently, Engineering invited three Energy Service Companies (ESCO) to tour the County's facilities and review two years of utilities usage data. All three of the ESCOs indicated that there is a possible contract and that would respond to a Request for Proposals (RFP). In addition, staff met with Reid Conway, Western NC representative from the State Energy Office to discuss a County PC. He has provided oversight for numerous contracts and was supportive as well. Mr. Conway will be a valuable resource during the process.

**BOARD ACTION REQUESTED:**

With this response, staff would recommend issuing an RFP; in turn bring an ESCO recommendation back to the Board for approval.

**Suggested Motion:**

*I move to direct the County Engineer to proceed with Request for Proposals for a Performance Contract for County facilities.*