

Request for Qualifications

Guaranteed Energy Savings Contract

for

MERCER COUNTY, PENNSYLVANIA



RFQ for Guaranteed Energy Savings Contract

Release Date: 20 February 2026

Due Date: 11 March 2026

Right to Reject: Mercer County reserves the right to accept or reject any and all responses to this RFQ at its sole discretion. Mercer County further reserves the right to waive any irregularities or informalities in the submission process when deemed in the best interest of Mercer County. Submission of a response does not create any rights for the respondent or obligations on the part of Mercer County beyond consideration of the response.

I. INTRODUCTION AND BACKGROUND

Mercer County is seeking qualifications from qualified Energy Service Companies (ESCOs) to implement a comprehensive guaranteed energy savings program across multiple **Mercer County**- owned facilities. This initiative will be executed in full compliance with the Guaranteed Energy Savings Act.

The selected ESCO will be required to conduct a thorough investment grade audit (IGA) and subsequently identify, engineer, design, implement, maintain, and provide financing assistance for all approved energy conservation measures under a fixed-cost arrangement.

The primary objective of this project is to enable **Mercer County** to achieve significant facility improvements and energy efficiency without requiring capital expenditures, or additional tax revenue commitments. Through this performance-based approach, **Mercer County** aims to reduce operational costs while enhancing facility performance and sustainability.

II. RFQ PROCEDURES

A. Point of Contact

All inquiries regarding this RFQ, including questions about procedures, requirements, and technical aspects, should be directed to:

Commissioner Bill Finley, Jr.

Email: bfmley@mercercountypa.gov

Phone: 724.662.3800

B. Submission of Responses

Responses must be received no later than 11 March 2026 at 3:30 pm.

Respondents shall submit:

- One (1) complete electronic copy in PDF format
- Two (2) complete hardcopy versions

Electronic submissions should be sent to Commissioner Bill Finley at bfmley@mercercountypa.gov with the subject line **“Response to RFQ – Guaranteed Energy Savings Contract”**.

Hardcopy versions should be sent to:

Commissioner Bill Finley, Jr.

125 S. Diamond St., Suite 103

Mercer, PA 16137

IMPORTANT: Responses received after the specified deadline will not be considered and will be marked as non-responsive.

C. Schedule of Events

The procurement process will follow the timeline outlined below. **Mercer County** reserves the right to modify this schedule as necessary, and any changes will be communicated to all respondents.

Event	Date
RFQ Release	20 February 2026
Deadline for Questions	27 February 2026
Responses to Questions Posted	6 March 2026
RFQ Responses Due	11 March 2026
Interviews (if necessary)	20 March 2026
ESCO Selection	2 April 2026

All dates are subject to change at the discretion of **Mercer County**.

III. RESPONSE FORMAT AND CONTENTS

Responses must be submitted in the format outlined below. Submissions must not exceed twenty-five (25) pages total. **Note:** Annual Reports/ Audited Financials, Cover Letter, and Table of Contents are excluded from the page limit. **Mercer County** reserves the right to eliminate from further consideration any response deemed substantially or materially unresponsive to the information requested herein.

A. Executive Summary

Provide a concise abstract that demonstrates your understanding of **Mercer County** goals and objectives. Clearly articulate your firm’s ability to meet **Mercer County’s** unique financial, technical, and strategic requirements for this energy savings program.

B. Company Background and Experience

1. Provide a company overview including history, organizational structure, and qualifications.
2. Describe prior relevant work experience and provide a minimum of five (5) references from implemented Guaranteed Energy Savings Programs. For each reference, include:
 - Customer name
 - Total project cost
 - Contact person’s name, telephone number and email
 - Brief description of the project scope and results achieved

C. Project Development

1. Provide a detailed description of your firm's project development process and typical implementation schedule.
2. Include your approach to investment grade audits, measure identification, and engineering design.

D. Project Management

1. Describe your firm's approach to project management, including staffing, quality control, and safety protocols.
2. Detail your firm's approach to ongoing maintenance and service of installed equipment, including response times and preventative maintenance programs.
3. Explain your methodology for ongoing monitoring of project performance, including measurement and verification protocols to ensure guaranteed savings are achieved.

E. Financial Capabilities and Options

1. Provide your firm's Annual Reports or Audited Financial Statements for the past two (2) years.
2. Describe your firm's financial strength and ability to assist with financing options for this energy savings project.