

**TOWN OF TRUMBULL  
REQUEST FOR QUALIFICATIONS/PROPOSAL  
ENERGY EFFICIENCY CONSULTING SERVICES**

**RFQ/P #6167      DUE: MARCH 10, 2016 @ 2:00 P.M.**

**Bid Results on following pages with company names.**

**Results recorded March 10, 2016 at 2 pm**

**Purchasing Agent**

**Kevin J Bova**

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PROPOSAL

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N.B. THE PROPOSAL FORM SHOULD BE SUBMITTED IN A SEPARATE SEALED ENVELOPE

Applicable hourly rates: (if applicable)

| <u>Discipline (type):</u> | <u>Hourly Rate</u> |
|---------------------------|--------------------|
| PE Services               | <u>\$85 /HR</u>    |
| Project Management        | <u>\$80 /HR</u>    |
| Project Development       | <u>\$80/HR</u>     |
| Energy Calculations       | <u>\$90/HR</u>     |
| Project Engineer          | <u>\$80/HR</u>     |
| Technician Draftsman      | <u>\$80/HR</u>     |
| Administrative support    | <u>\$40/HR</u>     |

Other: Cost and Pricing Sheet Attached for complete rates and fees

*Attach additional sheets if necessary to further explain rates and fees*

Earth Care Energy Services  
Company Name

Luca Petracca  
by (Signature)

73 Waterbury Road  
Street Address

Luca Petracca Jr  
Print Name (A Duly Authorized Representative)

Prospect, CT 06712  
City State Zip

President  
Title

3/10/2016  
Date

475-235-2839 / 475-235-2840  
Telephone/Fax

LPETRACCA@ECESDDC.COM  
Email

WWW.ECESDDC.COM  
website



**COST AND PRICING**

| <u>Description</u>                     | <u>Mark Up</u> |
|--|----------------|
| Labor Internal                         | 12.5%          |
| Equipment Purchased                    | 12.5%          |
| Material Purchased                     | 12.5%          |
| Project Subcontractor Labor            | 12.5%          |
| <u>Project Subcontractor Materials</u> | <u>12.5%</u>   |

| <u>Category of Fee</u>         | <u>Mark Up</u> |
|--------------------------------|----------------|
| Project Development            | 12.5%          |
| Preparing Quotations Documents | 12.5%          |
| Solicit & Evaluate Project     | 12.5%          |
| Financing Proposals            | 12.5%          |
| Design                         | 12.5%          |
| Energy Calculations            | 12.5%          |
| Energy Incentives              | 0%             |
| Incentive Documentation        | 12.5%          |
| Permits                        | 0%             |
| Performance Bond               | 0%             |
| Project Management             | 12.5%          |
| Commissioning                  | 12.5%          |
| Training                       | 12.5%          |

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**Applicable hourly rates: (if applicable)**

| <u>Discipline (type):</u>    | <u>Hourly Rate</u> |
|------------------------------|--------------------|
| PE Services _____            | ___ 145.00 ___ /HR |
| Project Management _____     | ___ 135.00 ___ /HR |
| Project Development _____    | ___ 115.00 ___ /HR |
| Energy Calculations _____    | ___ 95.00 ___ /HR  |
| Project Engineer _____       | ___ 95.00 ___ /HR  |
| Technician Draftsman _____   | ___ 80.00 ___ /HR  |
| Administrative support _____ | ___ 60.00 ___ /HR  |

Other: \_\_\_\_\_  
*Attach additional sheets if necessary to further explain rates and fees*

\_\_\_\_\_  
Salamone & Associates, P.C.  
Company Name

\_\_\_\_\_  
116 North Plains Industrial Road  
Street Address

\_\_\_\_\_  
Wallingford, CT 06492  
City, State, Ip

\_\_\_\_\_  
March 8, 2016  
Date

\_\_\_\_\_  
JSalamone@salamoneassoc.com  
Email

\_\_\_\_\_  
by (Signature)

\_\_\_\_\_  
Joseph Salamone  
Print Name (A Duly Authorized Representative)

\_\_\_\_\_  
Project Manager  
Title

\_\_\_\_\_  
203-281-6895 / 203-287-8728  
Telephone/Fax

\_\_\_\_\_  
www.Salamoneassociates.com  
website

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| <u>Discipline (type):</u>    | <u>Hourly Rate</u> |
|------------------------------|--------------------|
| PE Services _____            | _____ \$155 /HR    |
| Project Management _____     | _____ \$90 /HR     |
| Project Development _____    | _____ \$125 /HR    |
| Energy Calculations _____    | _____ \$100 /HR    |
| Project Engineer _____       | _____ \$100 /HR    |
| Technician Draftsman _____   | _____ \$75 /HR     |
| Administrative support _____ | _____ \$60 /HR     |

Other: Please see attached sheet for full rates proposed for this engagement  
*Attach additional sheets if necessary to further explain rates and fees*

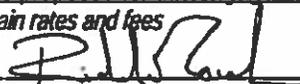
Martinez Couch & Associates, LLC  
 Company Name

1084 Cromwell Avenue, Suite A-2  
 Street Address

Rocky Hill, CT 06051  
 City, State, Zip

March 10, 2016  
 Date

recouch@martinezcouch.com  
 Email

  
 by (Signature)

Richard Couch, PE  
 Print Name (A Duly Authorized Representative)

LLC Member  
 Title

860-436-4364/ 860-436-4364  
 Telephone/Fax

www.martinezcouch.com  
 website

|                                 |  |
|---------------------------------|--|
| OFFICER (Principal in Charge)   | \$ 190.00 /HOUR  |
| PROJECT MANAGER/LEP             | \$ 155.00 /HOUR  |
| SENIOR TECHNICAL SPECIALIST     | \$ 150.00 /HOUR  |
| SENIOR PROJECT ENGINEER         | \$ 125.00 /HOUR  |
| PROJECT ENGINEER                | \$ 100.00 /HOUR  |
| STAFF ENGINEER                  | \$ 90.00 /HOUR   |
| LICENSED LAND SURVEYOR          | \$ 110.00 /HOUR  |
| 2 MAN SURVEY CREW               | \$ 150.00 /HOUR  |
| SENIOR TECHNICIAN               | \$ 75.00 /HOUR   |
| SENIOR CAD OPERATOR             | \$ 75.00 /HOUR   |
| TECHNICIAN/DRAFTSMAN            | \$ 75.00 /HOUR   |
| RESIDENT PROJECT REPRESENTATIVE | \$ 100.00 /HOUR  |
| RESIDENT CONSTRUCTION INSPECTOR | \$ 90.00 /HOUR   |
| GIS ANALYST                     | \$ 90.00 /HOUR   |
| FIELD TECHNICIAN                | \$ 60.00 /HOUR   |
| SENIOR ADMININSTRATOR           | \$ 75.00 /HOUR   |
| ADMINISTRATIVE ASSISTANT        | \$ 60.00 /HOUR   |
| MYLAR (XEROGRAPHIC)             | \$50.00 / 24"x36" SHEET                                  |
| VELLUM                          | \$15.00 / 24"x36" SHEET                                  |
| BLUEPRINTS                      | \$5.00 / 24"x36" SHEET                                   |
| REPRODUCTION                    | \$0.10 / 8 1/2x11" SHEET                                 |
| UNLISTED CONSULTANTS            | COST + 10%   |
| SPECIAL EQUIPMENT HIRE          | COST + 10%   |
| MILEAGE                         | 57c / MILE   |
| OUT OF STATE OVERNIGHT PER DIEM | SITE DEPENDANT   |
| MEETINGS/LITIGATION             | \$200/HOUR PORTAL TO PORTAL<br>minimum 4 hour increments |

NOTES:

- SURVEY CREWS AVAILABLE IN 4-HOUR INCREMENTS
- POLICE DETAIL NOT INCLUDED IN RATES

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**Applicable hourly rates: (if applicable)**

| <u>Discipline (type):</u>   | <u>Hourly Rate</u> |
|-----------------------------|--------------------|
| PE Services_____            | \$165.00 /HR       |
| Project Management_____     | \$185.00 /HR       |
| Project Development_____    | \$135.00 /HR       |
| Energy Calculations_____    | \$155.00 /HR       |
| Project Engineer_____       | \$115.00 /HR       |
| Technician Draftsman_____   | \$95.00 /HR        |
| Administrative support_____ | \$65.00 /HR        |

Other: Costs for subconsultants for specialized services will be billed at cost + 10%

*Attach additional sheets if necessary to further explain rates and fees*

Weston & Sampson Engineers, Inc.

Company Name

273 Dividend Road

Street Address

Rocky Hill, CT 06067

City, State, ip

3/9/16

Date

westerc@wseinc.com

Email

  
by (Signature)

Christopher Wester

Print Name (A Duty Authorized Representative)

Vice President

Title

(860) 513-1473 / (860) 513-1483

Telephone/Fax

www.westonandsampson.com

website

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Applicable hourly rates: (if applicable)

| <u>Discipline (type):</u>   | <u>Hourly Rate</u> |
|-----------------------------|--------------------|
| PE Services_____            | \$170 _____/HR     |
| Project Management_____     | \$155 _____/HR     |
| Project Development_____    | \$140 _____/HR     |
| Energy Calculations_____    | \$120 _____/HR     |
| Project Engineer_____       | \$130 _____/HR     |
| Technician Draftsman_____   | \$90 _____/HR      |
| Administrative support_____ | \$80 _____/HR      |

Other: \_\_\_\_\_

Attach additional sheets if necessary to further explain rates and fees

Sebesta, Inc.



Company Name

120 Presidential Way, Suite 320

by (Signature)

Davide Vettraino

Street Address

Woburn MA 01801

Print Name (A Duly Authorized Representative)

Principal-in-Charge

City, State, ip

March 10, 2016

Title

781.721.7220

Date

dvettraino@sebesta.com

Telephone/Fax

www.sebesta.com

Email

website

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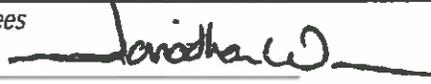
Applicable hourly rates: (if applicable)

| <u>Discipline (type):</u>   | <u>Hourly Rate</u> |
|-----------------------------|--------------------|
| PE Services_____            | \$180 _____/HR     |
| Project Management_____     | \$155 _____/HR     |
| Project Development_____    | \$155 _____/HR     |
| Energy Calculations_____    | \$135 _____/HR     |
| Project Engineer_____       | \$135 _____/HR     |
| Technician Draftsman_____   | \$125 _____/HR     |
| Administrative support_____ | \$95 _____/HR      |

Other: \_\_\_\_\_

*Attach additional sheets if necessary to further explain rates and fees*

Strategic Building Solutions, LLC (dba Colliers International)



Company Name  
 135 New Road  
 Street Address  
 Madison, CT 06443  
 City, State, ip  
 March 9, 2016  
 Date  
 jonathan.winikur@colliers.com  
 Email

by (Signature)  
 Jonathan Winikur  
 Print Name (A Duly Authorized Representative)  
 Executive Managing Director  
 Title  
 (860) 395-0055 / (203) 779-5661  
 Telephone/Fax  
 www.colliers.com/PMNE  
 website

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**Applicable hourly rates: (if applicable)**

**Discipline (type) - Hourly Rate**

|                             |       |     |
|-----------------------------|-------|-----|
| PE Services_____            | \$150 | /HR |
| Project Management_____     | \$115 | /HR |
| Project Development_____    | \$125 | /HR |
| Energy Calculations_____    | \$125 | /HR |
| Project Engineer_____       | \$115 | /HR |
| Technician Draftsman_____   | \$115 | /HR |
| Administrative support_____ | \$ 90 | /HR |

Other: Please see attached form.

*Attach additional sheets if necessary to further explain rates and fees*

ECG Engineering, P.C.  
Company Name

  
by (Signature)

222 Middle Country Road, Suite 318  
Street Address

David M. Newman, P.E., C.E.M., LEED-AP  
Print Name (A Duly Authorized Representative)

Smithtown, NY 11787  
City, State, zip

Principal/Vice President, Engineering  
Title

March 4, 2016  
Date

631-360-0006 / 631-360-0277  
Telephone/Fax

ECGENGINEERING.COM  
website

dnewman@ecgengineers.com  
Email



## Hourly Rates for Additional Services:

|                              |            |
|------------------------------|------------|
| Senior Executive:            | \$225/hour |
| Principal:                   | \$210/hour |
| Licensed Engineer:           | \$150/hour |
| Architect:                   | \$150/hour |
| Certified Energy Manager:    | \$125/hour |
| LEED Certified Professional: | \$125/hour |
| Project Development:         | \$125/hour |
| Energy Calculations:         | \$125/hour |
| Project Engineer:            | \$115/hour |
| Project Manager/Management:  | \$115/hour |
| Draftsperson:                | \$115/hour |
| Project Administrator:       | \$90/hour  |

## Reimbursement Statement:

ECG Engineering, P.C. will not seek reimbursement for travel, lodging, or other out of pocket expenses incurred in connection with this contract with the exception of reimbursable expenses listed below:

### Reimbursable Expenses:

- Printing for plans, specifications and presentation materials, etc. will be billed at direct expense.

### Additional related services that are not included in the fees:

- Land Surveying
- Soil Borings and Analysis
- Sub-surface investigations and mark out
- Hazardous Materials testing (Asbestos, Lead, Mold, etc.)
- Destructive investigation and testing
- Permit filing with any agency other than the direct Town agency
- Model building
- Special testing and inspection
- SEQRA determinations

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|------------------------------|--------------------|
| PE Services _____            | \$200.00 /HR       |
| Project Management _____     | \$150.00 /HR       |
| Project Development _____    | \$150.00 /HR       |
| Energy Calculations _____    | \$125.00 /HR       |
| Project Engineer _____       | \$125.00 /HR       |
| Technician Draftsman _____   | \$75.00 /HR        |
| Administrative support _____ | \$60.00 /HR        |

Other: 8  
 Attach additional sheets if necessary to further explain rates and fees

Thielsch Engineering, Inc.  
 Company Name  
195 Frances Avenue  
 Street Address  
Cranston, RI 02910  
 City, State, Zip  
03/08/2016  
 Date  
tlent@thielsch.com  
 Email

  
 by (Signature)  
Thomas Lent  
 Print Name (A Duly Authorized Representative)  
President and CEO  
 Title  
401-438-7733  
 Telephone/Fax  
www.thielsch.com  
 website

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**Applicable hourly rates:**

**Discipline (type): Hourly Rate**

PE Services \_\_\_\_\_ \$230.00 \_\_\_/HR

Project Management \_\_\_\_\_ \$205.00 \_\_\_/HR

Project Development \_\_\_\_\_ \$170.00 \_\_\_/HR

Energy Calculations \_\_\_\_\_ N/A \_\_\_/HR

Project Engineer \_\_\_\_\_ \$150.00 \_\_\_/HR

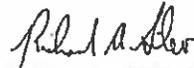
Technician Draftsman \_\_\_\_\_ N/A \_\_\_/HR

Administrative support \_\_\_\_\_ \$60.00 \_\_\_/HR

Other: Please see additional sheet for Arbaxas Rates

*Attach additional sheets if necessary to further explain rates and fees*

Landmark Facilities Group, Inc.



Company Name

By Signature

252 East Avenue  
Street Address

Richard A. Sileo, PE  
Print Name (a Duly Authorized Representative)

Norwalk, CT 06855  
City, State, Zip

Senior Engineer  
Title

3-9-16  
Date

(203) 866-4626 Ext 311 (203) 866-8019 Fax  
Telephone/Fax

rsileo@lfginc.com  
Email

www.lfginc.com  
website

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|------------------------------|--------------------|
| PE Services _____            | N/A _____/HR       |
| Project Management _____     | \$120.00 _____/HR  |
| Project Development _____    | \$170.00 _____/HR  |
| Energy Calculations _____    | \$115.00 _____/HR  |
| Project Engineer _____       | \$120.00 _____/HR  |
| Technician Draftsman _____   | N/A _____/HR       |
| Administrative support _____ | \$60.00 _____/HR   |

Other: \_\_\_\_\_

*Attach additional sheets if necessary to further explain rates and fees*

|   |  |  |                    |
|---|--|--|--------------------|
| Abraxas Energy Consulting<br>Company Name     | <i>SUB CONTRACTOR<br/>TO LAND MARK<br/>GROUP</i> | <br>By Signature | c/o John Avila     |
| 811 Palm Street<br>Street Address             |  | John Avila<br>Print Name (a Duly Authorized Representative)  |                    |
| San Luis Obispo, CA 93401<br>City, State, Zip |  | President<br>Title   |                    |
| 3-9-16<br>Date                                |  | (805) 547-2050<br>Telephone/Fax  | (805) 456-0180 Fax |
| johnavina@abraxasenergy.com<br>Email          |  | www.abraxasenergy.com<br>website   |                    |