

Procurement Options to Support Energy Reduction

NORTH CENTRAL TEXAS COUNCIL OF
GOVERNMENTS

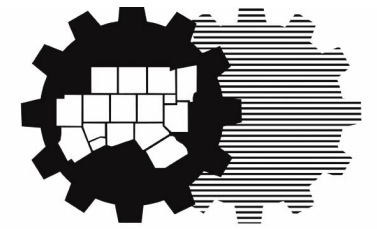
JULY 16, 2020

Moderator: Lori Clark, Air Quality Program Manager & DFW Clean Cities Coordinator

Housekeeping Reminders:

Keep Lines Muted!

Chat Questions As Needed



North Central Texas
Council of Governments



Who and What is NCTCOG?

Voluntary association of local governments

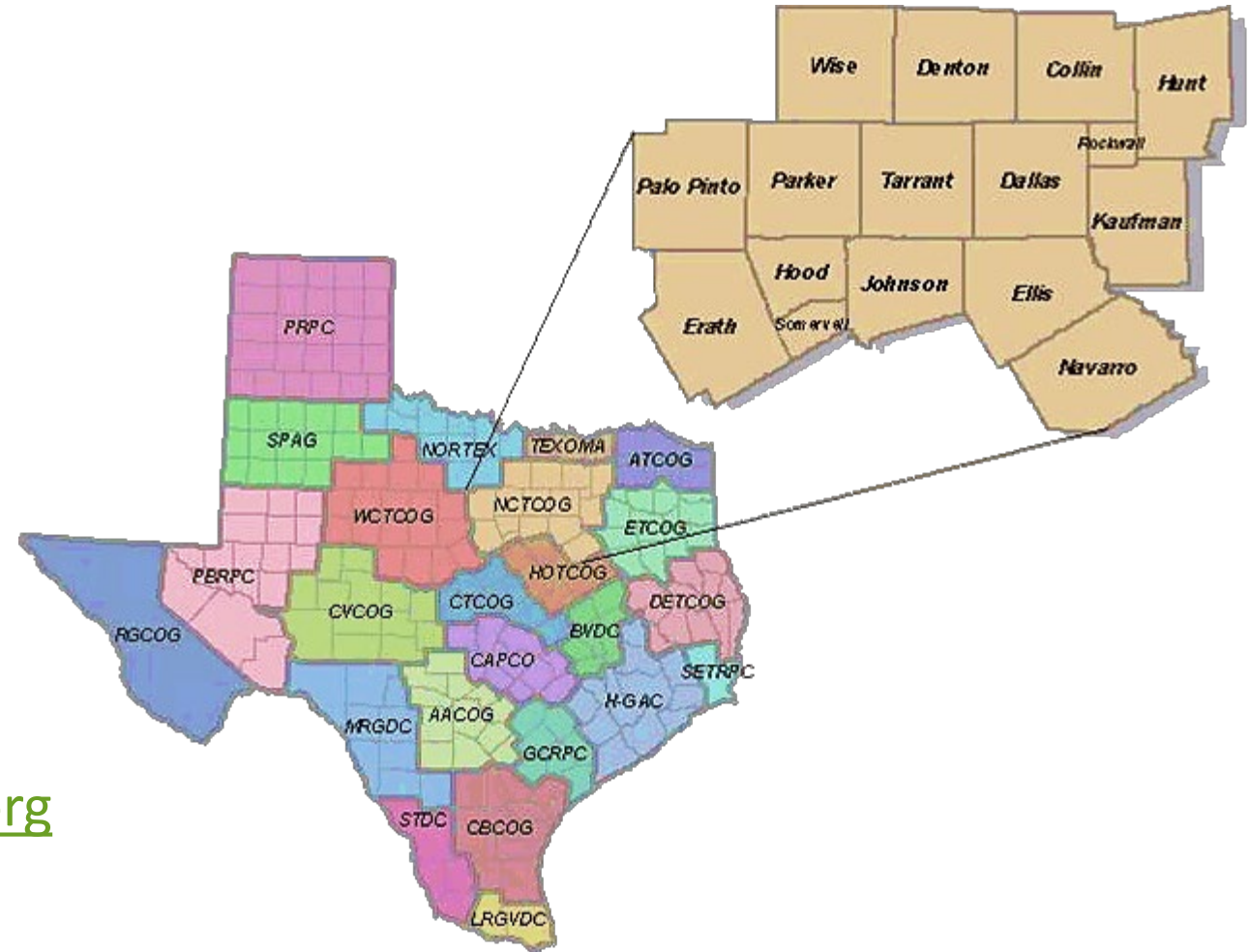
Established in 1966

Assists local governments in:

- Planning for common needs
- Cooperating for mutual benefit
- Recognizing regional opportunity
- Resolving regional programs
- Making joint decisions

One of 24 COGs in Texas

www.nctcog.org or www.txregionalcouncil.org



NCTCOG Energy Efficiency and Energy Management Resources

Webinar Recordings

Workshop Presentations

Toolkits

White Papers

Case Studies

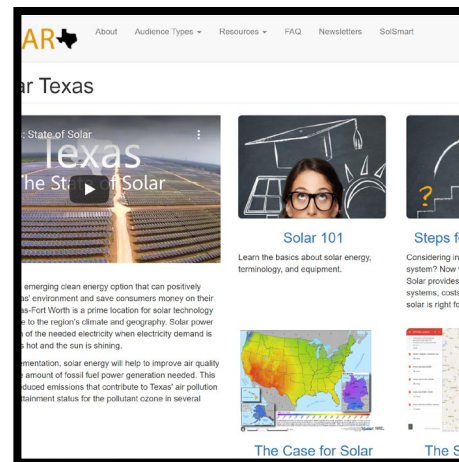
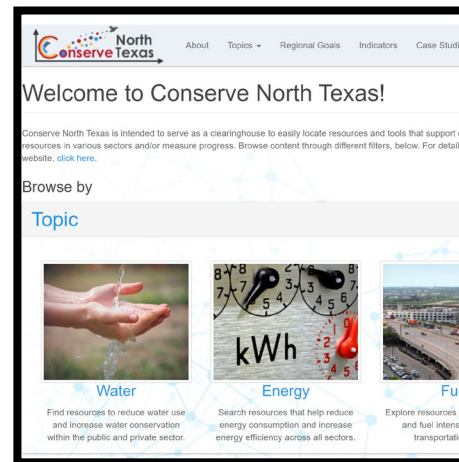
Best Practices

Videos

Training Presentations



www.conservenorthtexas.org



www.gosolartexas.org



www.dfwcleancities.org

Polling Questions

Recap From Prior Webinar (May 12, 2020)

Guaranteed Energy Savings Performance Contracting – Procurement Methodology

Tax-Exempt Lease Purchase Finance Agreement – Financing for Public Entities

SECO LoanSTAR – Loan Program for Public Entities

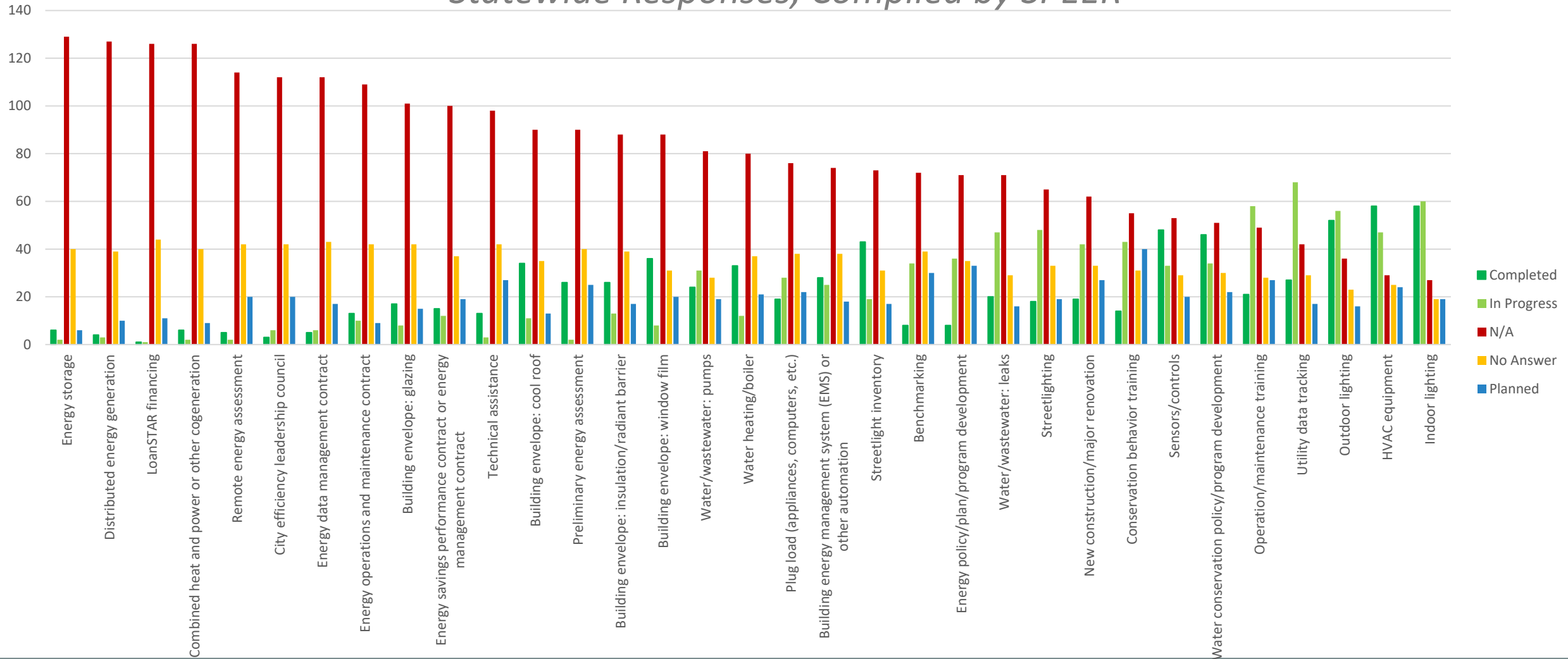
<https://comptroller.texas.gov/programs/seco/funding/101819/>

Property Assessed Clean Energy – Financing Mechanism for Private Entities

<http://texaspaceauthority.org/>

Status of Potential Energy Efficiency/Renewable Energy Measures from 2019 Local Government Energy Reports

Statewide Responses, Compiled by SPEER



FREE Resources Available from State Energy Conservation Office

Remote Energy Assessments

Preliminary Energy Assessments

Technical Assistance

<https://comptroller.texas.gov/programs/seco/programs/local/>

Remote Energy Assessment Service Request Form Form# 50-865

Required Property Information

Public Entity Name
Contact Person
Email Address
Property or Campus Name

Buildings

Name of Building	City

Number of Meters at site: Electric Meters;

Additional Questions

Have you participated in Benchmarking or Energy Efficiency?
Has this organization used SECO's technical assistance?
Has this organization used SECO's LoanSTAR revolving loan program?

Principles of Agreement

By submitting this request form, the applicant agrees to:

- Select a contact person to work with SECO through the assessment process.
- Provide the needed energy usage and building information.
- Provide twelve consecutive, complete months of energy data in bulk quantities (e.g. filling a propane tank).
- Attend a one-hour virtual facilitated workshop.
- Consider implementing one or more of the energy efficiency recommendations.
- Commit up to twenty hours of time to collect data.

Who referred you to SECO's Remote Energy Assessment?

Acceptance of Agreement

By signing below, your organization accepts the terms of this agreement.

Signature
Print Name

Submit completed application to SECO at Margaret.Garcia@cpa.texas.gov

Preliminary Energy Assessment Service Request Form Form# 50-852

Public Entity Name
Contact Person
Email Address
Street Address
City
Mailing Address
City

Preliminary Energy Assessment Service Eligibility

The State Energy Conservation Office (SECO) provides free preliminary energy assessments. Eligible entities include municipal and county governments, public school districts, water authorities and municipally owned utilities. Leased or rented facilities and

Principles of Agreement

By submitting this request form, the entity listed above must agree to:

- select a contact person to work with SECO and its designated contractor to establish an energy policy and set realistic energy efficiency goals;
- allow SECO's designated contractor to provide walk-through assessments of selected facilities;
- schedule a time for SECO's designated contractor to make a presentation on the assessment findings to key decision-makers; and
- allow SECO to post portions of this report on its website.

Additional Questions

Has this organization used SECO's technical assistance or PEA services in the past?
Is the primary contact familiar with SECO's LoanSTAR revolving loan program?
Has this organization used SECO's LoanSTAR revolving loan program in the past?

Signature

This agreement must be signed by your organization's chief executive officer or other signing authority.

Signature
Print Name

Submit completed forms to SECO at Margaret.Garcia@cpa.texas.gov

or by mail to: State Energy Conservation Office
Attn: Margaret Garcia
111 E. 17th Street
Austin, TX 78711-1440

Technical Assistance Service Request Form Form# 50-855



Public Entity Name
Telephone
Contact Person
Title
Email Address
County
Street Address
City
State
ZIP Code
Mailing Address
City
State
ZIP Code

Description of Technical Assistance Needs

Technical Assistance Eligibility

The State Energy Conservation Office (SECO) provides free technical assistance for existing public facilities and infrastructure. Eligible entities include municipal and county governments, public school districts, county hospitals, port authorities, major airports, public water authorities and municipally owned utilities. Leased or rented facilities and infrastructure are not eligible for this service.

Principles of Agreement

By submitting this request form, the entity listed above must agree to:

- select a contact person to work with SECO and its designated contractor to establish an energy policy and set realistic energy efficiency goals;
- allow SECO's designated contractor to provide walk-through assessments of selected facilities;
- schedule a time for SECO's designated contractor to make a presentation on the assessment findings to key decision-makers; and
- allow SECO to post portions of this report on its website.

Additional Questions

Has this organization used SECO's technical assistance or PEA services in the past? Yes No
Is the primary contact familiar with SECO's LoanSTAR revolving loan program? Yes No
Has this organization used SECO's LoanSTAR revolving loan program in the past? Yes No

Signature

This agreement must be signed by your organization's chief executive officer or other signing authority.

Signature
Date
Print Name
Title

Submit completed forms to SECO at Margaret.Garcia@cpa.texas.gov

or by mail to: State Energy Conservation Office
Attn: Margaret Garcia
111 E. 17th Street
Austin, TX 78711-1440

Example of Preliminary Energy Assessment Findings

www.conservenorthtexas.org, search “PEAs”

Recommendations:

- Interior Lighting Retrofit
- Interior Lighting Controls
- HVAC Night Setback

All Include Cost Estimates, Projected Energy Savings, and Years to Payback

Glenn Hegar
Texas Comptroller of Public Accounts

Facility Preliminary Energy Assessments and Recommendations

City of Denton

Prepared by:
Jacobs Engineering Group

7/26/18

UCRMS

the savings that the City of Denton can realize by implementing the listed UCRMs:

Location	Implementation Costs (\$)	Savings			Payback (Yrs)
		Electricity (KWh)	Natural Gas (KBTU)	Total (\$)	
City Hall East	413,911.87	80,978.02	-48,843.56	48,531.04	8.90
Denia Rec Center					
Emily Fowler Library					
Fire Station #1					
North Branch Library					
South Branch Library					
Penner Complex					
DME Administration					
Engineering & Systems Operations					
Field Operations					
City Hall East	65,113.08	63,291.58	0.00	6,170.93	10.55
Denia Rec Center					
Fire Station #1					
North Branch Library					
South Branch Library					
Animal Shelter	2,340.48	6,244.60	3,012.15	651.89	3.59
Denia Rec Center					
Penner Complex					
DME Administration					
Field Operations					
	481,365.43	550,514.16	-44,931.41	53,354.46	9.02

Table 4 – City of Denton UCRMs

involves the replacement of the existing interior lamps with equivalent LED lamps. HID and incandescent fluorescent technology in compact, U-bend, and linear formats. HID and incandescent fluorescent technology in compact, U-bend, and linear formats. HID and incandescent fluorescent technology in compact, U-bend, and linear formats. Each type of existing lamp is intended to be replaced with an equivalent light output in order to reduce electric demand, electric consumption, and electric consumption by automatically turning the lights off when the space is unoccupied.

involves the installation of occupancy/vacancy and daylight sensors to control the lighting. The type of sensor to be installed is based on space size, space layout, and sensor location for optimal locations for occupancy/vacancy sensors include intermittently occupied rooms, break rooms, restrooms, storage rooms, libraries, and gymnasiums. The type of sensor to be installed is based on space size, space layout, and sensor location for optimal locations for occupancy/vacancy sensors include intermittently occupied rooms, break rooms, restrooms, storage rooms, libraries, and gymnasiums. The type of sensor to be installed is based on space size, space layout, and sensor location for optimal locations for occupancy/vacancy sensors include intermittently occupied rooms, break rooms, restrooms, storage rooms, libraries, and gymnasiums. The type of sensor to be installed is based on space size, space layout, and sensor location for optimal locations for occupancy/vacancy sensors include intermittently occupied rooms, break rooms, restrooms, storage rooms, libraries, and gymnasiums.

Today's Speakers



Jennifer Sanders

*Cofounder & CEO
InnoCity Partners, LLC*

*Cofounder & Executive Director
Dallas Innovation Alliance
North Texas Innovation Alliance*



Gerard MacCrossan

*Data Management,
Analytics & Technology
Manager*

*Texas Comptroller's Statewide
Procurement Division*



Daniel Kinsey

*Term Contract Development
Team Lead*



Craigan Johnson

*Purchasing Supervisor
NCTCOG & SHARE Cooperative
Purchasing Program*



NORTH TEXAS

Innovation Alliance

SMART REGION CONSORTIUM

AN OPPORTUNITY TO LEAD THROUGH COLLABORATION AND CREATIVE SOLUTIONS

July 2020

Overview



Introduction



Opportunity Overview: Smart Cities & Regions



NTXIA Structure, Value Drivers & Target Outcomes



Procurement Vision & Best Practices



Questions



Introduction

From Dallas to North Texas



NORTH TEXAS
Innovation Alliance

Building on
Demonstrated Success,
Expertise, and
Collaboration

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**NORTH
TEXAS
COMMISSION**



Regional focus. Global thinking.

Our Mission

To create the most connected, smart, and resilient region in the country.



NTXIA

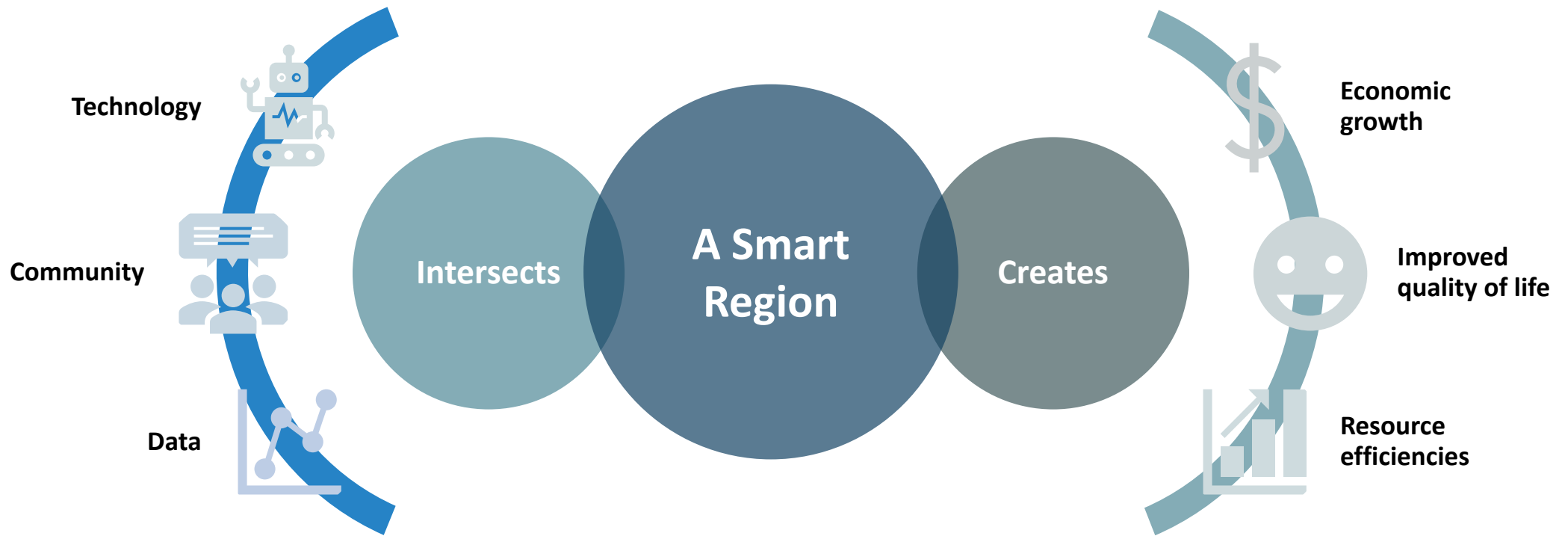
NTXIA MEMBERSHIP

(AS OF MAY 27TH)



citypossible™

Pioneered by Mastercard



Envisioning Smart Cities & Smart Regions

OUR BACKGROUND

Structure

- Independent
- Nonprofit [501(c)3]
- Public-private partnership (P3)

Vision

- To support a resilient and equitable future by finding innovative solutions that improve quality of life, inclusive economic growth and resource efficiency.



Opportunity Overview: Smart Cities & Smart Regions

Why a Regional Approach is Critical



Blurring Geographic Boundaries



Aging Infrastructure and Depleted Natural Resources



Extreme Weather Events & Health Crises



Workforce Pipeline and Upskilling



Population Inflow



Technology Implementation & Challenges

CONSORTIUM STRUCTURE



BENEFITS OF ENGAGEMENT

P3 model expedites execution of pilot programs and data-driven learnings on emerging technologies and infrastructure solutions.

Active voice in establishment of regional standards and best practices on topics including data sharing, standards, policy priorities, citizen engagement

Access to central portal and repository of regional initiatives, learnings and resources.

Opportunity to leverage NTXIA negotiated partner licenses, SME resources, etc.



NTXIA Value Drivers & Target Outcomes

Year One Priorities & Outcomes



Membership, Governance, Funding



Actionable Inventory of Projects and Entities



Co-create Strategic Priorities and Action Plan

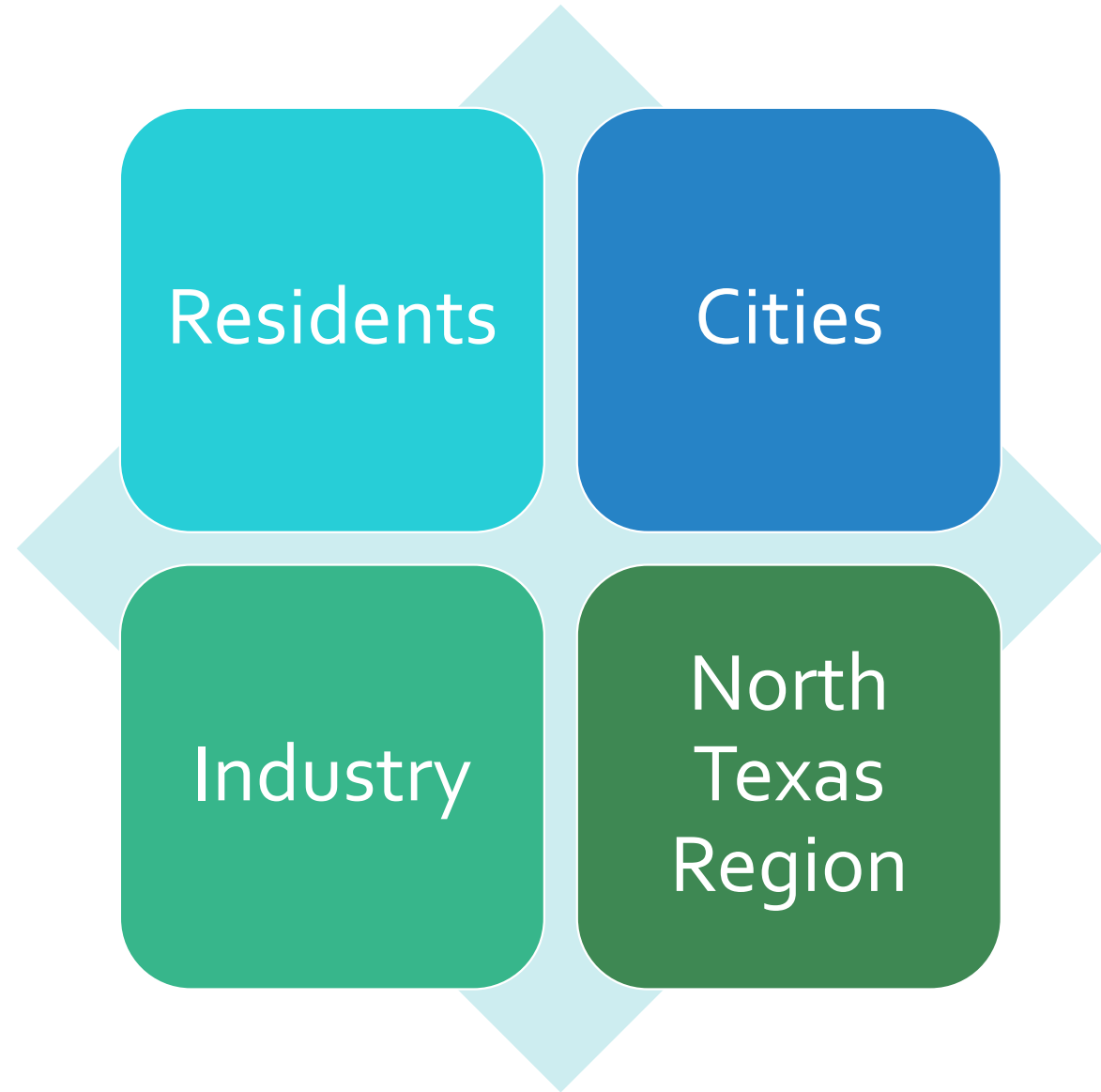


Workshops & Education Sessions



PR Strategy & Elevated National Awareness

**KEY
STAKEHOLDER
GROUPS**



VALUE PROVIDED

To Residents

- Increased value per tax dollar spent
- Improved UX across service jurisdictions
- Increased access to modern services and solutions

To Cities

- Cost and operational efficiencies through economies of scale, common metrics
- Organic opportunities for cross-jurisdictional innovation
- Honest, unbiased evaluation of tested solutions
- Protected space for open feedback and discussion of needs, lessons learned
- Need-driven education and skills-capacity support

VALUE PROVIDED

To Industry

- Region-wide solution & service guidelines
- Fewer meetings and upfront insight on solution/use case priorities
- Reduced approval and procurement delays
- Regional lens for partnerships and corporate social responsibility

To North Texas Region

- Dedicated shepherd for federal funding that benefits regional submissions
- Filled gap in regional innovation leadership through position as a neutral convener
- Expertise in evaluating new solutions through lens of existing solution landscape
- Provide needed workshops and education to inform and empower consortium members



Procurement Vision & Best Practices

Regional Procurement Vision



Utilize speed-to-market structure of NTXIA to stress-test solutions and start small (literally and figuratively) to leverage up



Ease and lesson time burden on locating existing contracts - both through expanded repository and internal training



Fully leverage available legacy tools, funding schedules and sources.



Explore evolving P3 opportunities, particularly as they relate to a portfolio approach in deployment

Regional Procurement Vision



Streamline and expedite MOUs/LOAs between public entities to move collective projects/RFPs forward in more cost and time efficient manner. Read: Lock up the lawyers.



Co-create regional RFPs for interoperability/standardization and purchase power



Replicate and/or expand **the regional cooperative concept**



Explore evolving P3 opportunities, particularly as they relate to a portfolio approach in deployment

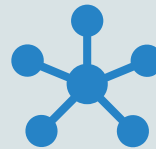
Peer Illustrations



A cluster of small cities streamlined the LOA and contracting process to undertake full infrastructure assessment and feasibility planning. **This will set the stage for collaborative purchasing expediciencies** in execution. **Larger cities have sought to replicate this structure.**



Translate collaborative purchasing successes primarily held within transportation agencies toward the energy space. [**Sacramento, Grand Rapids**]



Watch, wait and expand on outcomes of California's [RFI2](#): What makes RFI2 unique is that the state outlines a problem to be solved rather than deciding on a solution and asking vendors for bids. Collaborative P3 teams including startups, universities and nonprofits were highly encouraged. **The first two contracts were awarded just 8 months after its launch, and any approved proposal can be bought directly by cities across the state.**

FURTHER DISCUSSION AND QUESTIONS

PLEASE CONTACT

Jennifer Sanders

- Cofounder, North Texas Innovation Alliance
- jsanders@ntxia.org
- (214) 909-0400



Polling Questions



Statewide Procurement

Serving Texas Governments

[Gerard MacCrossan](#) — Data Management, Analytics & Technology

[Daniel Kinsey](#) — Term Contract Development

North Texas Council of Governments — July 16, 2020



Statewide Procurement Division

- Central authority for state procurement
- Establishes contracts for non-IT commodities and services
- 600-700 active contracts
 - Texas SmartBuy (Term)
 - TXMAS (Texas Multiple Award Schedules)
 - Managed Contracts – mostly services
 - State Use Program (WorkQuest & TCI)



Texas SmartBuy Membership

- Cooperative Program created in 1987 for local governments
- For \$100 annually, local governments can become Texas SmartBuy Members
- Leveraging statewide contracts streamlines the procurement process
- FY20: 1,100 Members using SPD contracts
 - \$65.3 Million across 161 contracts



Texas SmartBuy Member Benefits

- State Level Best Value
- TXMAS contract discount opportunities
- No fee per purchase order for buyers
- No spend threshold to receive best value
- Save on fuel with quarterly rebates
- Save on travel expenses: rental car, hotel, air



Texas SmartBuy Member Spending

Total Amount of Purchases	Participating Entity Count	Purchase Order Count	Contract Count
\$65,392,449	1,081	39,481	161

Type of Entity (All)	Search by Entity Name <input type="text"/>	FY FY 2020	Contract # (All)
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Where are they located?

Which contracts do local entities participate in?

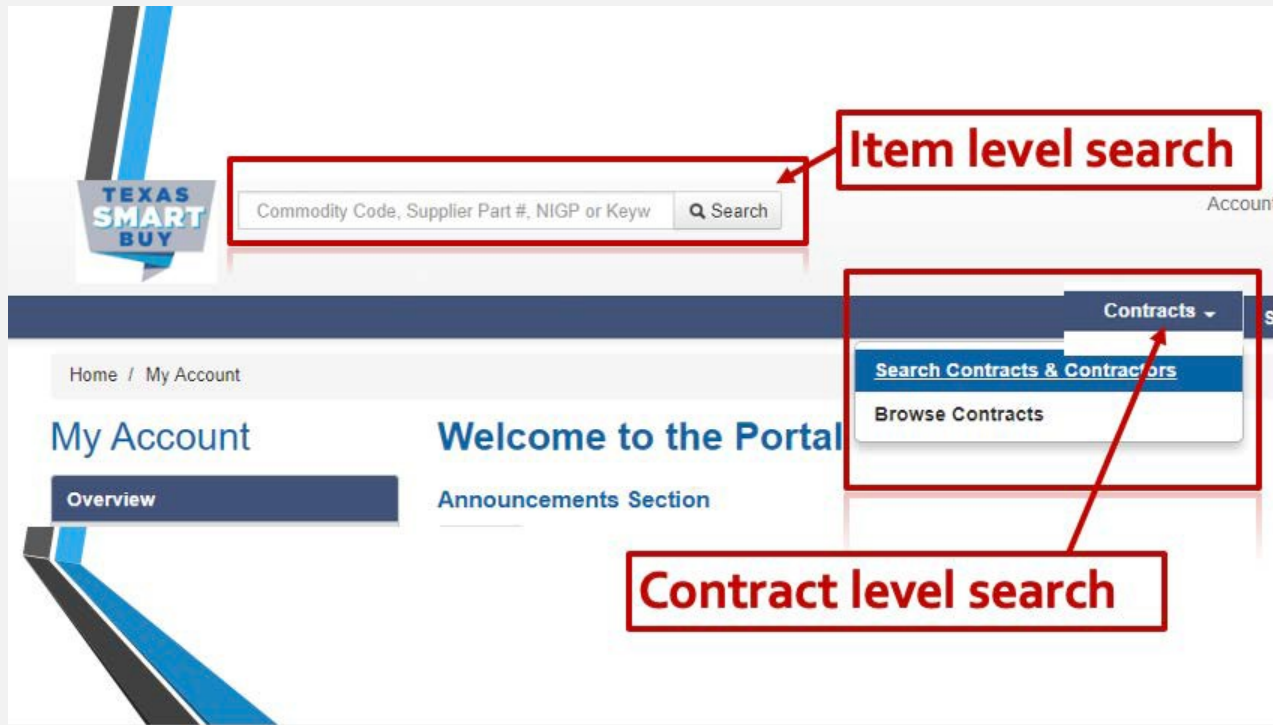
	FY 2020
TXMAS-18-3602	\$19,018,672
TXMAS-18-51V06	\$11,239,689
070-A1	\$5,068,669
748-S1	\$3,959,958
748-N1	\$2,242,242
TXMAS-19-7111	\$2,127,191
TXMAS-18-51V03	\$1,978,938
TXMAS-18-51V07	\$1,933,073
985-L1	\$1,223,612
580-A1	\$1,126,555
TXMAS-18-51V08	\$1,070,349
TXMAS-17-7106	\$1,009,209
TXMAS-18-51V09	\$940,104
TXMAS-18-51V04	\$752,540

Which local entities are participating?

Entity #	Name
C0810	FREESTONE COUNTY
C0840	GALVESTON COUNTY
C0860	GILLESPIE COUNTY
C0880	GOLIAD COUNTY
C0911	GRAYSON COUNTY
C0920	GREGG COUNTY
C0930	GRIMES COUNTY
C0940	GUADALUPE COUNTY
C1000	HARDIN COUNTY
C1010	HARRIS COUNTY
C1020	HARRISON COUNTY
C1050	HAYS COUNTY
C1070	HENDERSON COUNTY
C1080	HIDALGO COUNTY
C1110	HOOD COUNTY

Top 3 contracts by spend: Records management, MRO and fleet

Navigating txsmartbuy.com



- Search catalog
- Search or Browse Contracts
- Contact vendors or SPD's [contract managers](#) with contract questions
- Contact [SPD support](#) for help navigating [Texas SmartBuy](#).



Example TXMAS Contracts of Interest

- TXMAS base contracts bid by another entity — GSA or a cooperative such as NASPO ValuePoint, and a Texas contract awarded with Texas terms and conditions.
 - [Indoor and Outdoor Lighting Fixtures - TXMAS-19-5603](#)
 - [Facilities Maintenance & Management – TXMAS 17-03FAC06](#)
 - [Electric vehicles – TXMAS-17-7802](#)



Term Contracts of Interest

- Term or Managed contracts have been competitively solicited by SPD
 - [Utility Invoice Processing – 958-M2](#)
 - [Fleet Trucks and Automobiles – 070-A1](#)



Fleet Vehicles
Fleet Trucks, Automobiles, and Law Enforcement Vehicles.

Statewide Procurement Division

- 2,344 separate entities used the Fleet contract during FY17 – FY19
- Includes almost every State agency and many Co-ops



Purchasing Fleet

- People Movers
 - Cars
 - SUVs
 - Vans
- Trucks
 - Light, Medium, Heavy Duty
 - Cab and Chassis
 - Cut-away

The screenshot shows the Texas Smart Buy website interface. At the top, there is a search bar with the text 'Commodity Code, Supplier Part #, NIGP or Keyword' and a search icon. The user is identified as 'Gerard MacCrossan' with options for 'Saved Carts' and 'Items'. The navigation menu includes 'Bid Postings', 'Contracts', 'SPD Applications', and 'Help'. The main content area shows search results for 'hybrid' with 10 results found. A filter sidebar on the left allows users to filter by 'Contract Type', 'Contract Number', and 'Contractor'. The selected contract number is '070-A1'. The main result is for a '460BLE Mid-size Pursuit Sedan, 4-Door with options 715 & 805' with a price of '\$26,050.00 UOM EACH'. The contractor is 'Silsbee Ford, Inc.'. There is an 'Add to cart' button and a 'Compare' checkbox.

- Search for desired contract vehicles and options
- See locked-in pricing



Future of fleet

- SPD moving from two-year fleet awards to one-year
- Multiple brands and models awarded to provide best value choice for customers



- Dynamic and constantly changing market
 - New safety features
 - Greater efficiency
 - full-size hybrid
 - all-electric pickups



Other Purchasing Options

- IT Commodities and Services contracts
 - [Texas Department of Information Resources](#)
- Texas is a member of the [NASPO ValuePoint](#) purchasing cooperative
 - Contracts are competitively bid by a lead state
 - States can sign statewide participating agreements or authorize Texas SmartBuy Members to participate



Q&A

Contact us:

[Gerard MacCrossan](#)

Data Management, Analytics & Technology Manager. (512) 463-4468

[Daniel Kinsey](#)

Statewide Contract Development Team Lead, (512) 463-3874

SPD Resources:

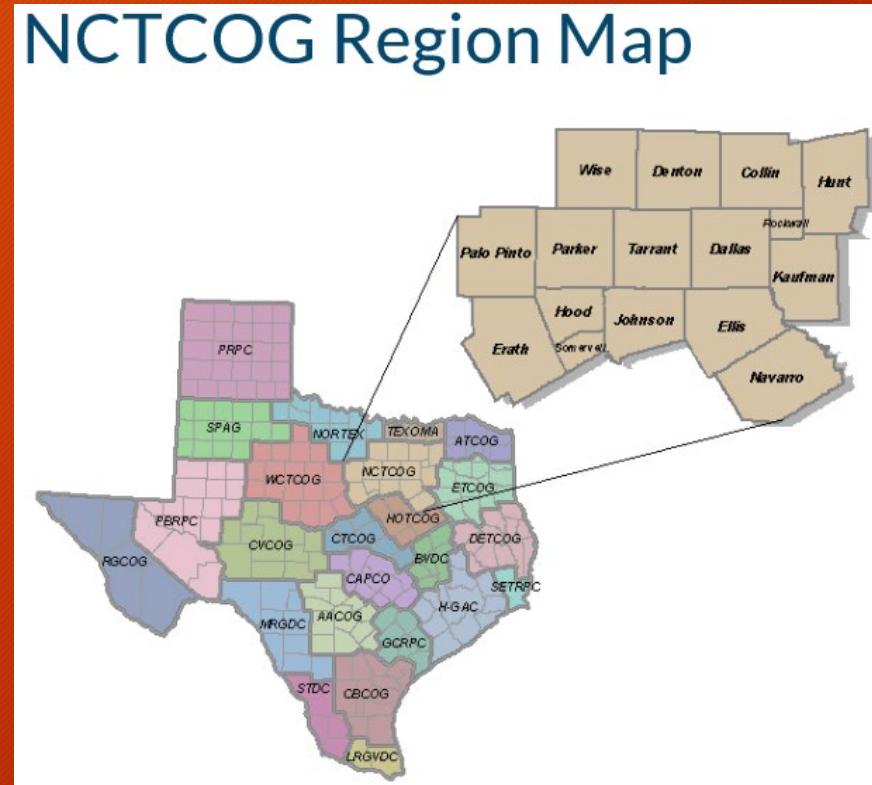
- Statewide Procurement Division: Comptroller.Texas.Gov/Purchasing
- Texas SmartBuy: TxSmartBuy.com
- Office of Vehicle and Fleet Management — [State of the Fleet Annual Report.](#)

Intro to SHARE Program/NCTCOG

SHARE is a Cooperative Purchasing Program of the North Central Texas Council of Governments located in Arlington Texas.

The SHARE Program is the direct outcome of local governments in the 16-county region partnering to identify specialized needs and develops solutions through collaboration and cooperative purchasing.

The benefits of this collaboration were recognized beyond the NCTCOG region, and are now SHARED to all public and not-for-profit agencies!



How to Participate in the SHARE Program

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Who can join?

- Any public or non-profit organization in the United States.

Why Join?

- This is **NO-COST** service with access to some of the **BEST IN CLASS** contracts! SHARE is a Public Cooperative staffed with public purchasing agents. Our specialty is to help Public Agencies stand up cooperative programs that presently do not exist or are insufficient. Do you need a cooperative contract option? We can help you get one!

How to Join?

- Just download and execute our [Interlocal Agreement](#) located on the [SHARE](#) website and [email](#) it to us.
- This process usually only takes 2-3 business days from the time we receive the executed contract by organization.

Want to Know if You're Already a Participating SHARE Organization?

- Visit our [Participating Organizations](#) webpage and see if you're able to take advantage of our offerings immediately!



www.northtexasshare.org



northtexasshare@nctcog.org



817-704-5696

SHARE's Energy Conscious Solutions

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- SHARE/NCTCOG promotes the implementation of green or sustainable infrastructure in the region to help reduce carbon emissions, urban heat islands, and stormwater runoff. Types of green project initiatives include LED and solar lighting, and the creation of our Regional Solution [Alternative Fuel Vehicles and Infrastructure](#).
- Further, the following energy efficient or energy neutral options are also available today:
 - [Electric Vehicles](#)
 - [Electronic Vehicle Supply Equipment \(EVSE\)](#)
 - [Compressed Natural Gas \(CNG\) Vehicles and Equipment](#)
 - [Propane Auto Gas \(LPG\) Vehicles and Equipment](#)
 - [Alternative Energy Solutions](#)
- SHARE is proud to offer these [Associated Contracts](#) and other solutions by way of our [partnership](#) with [Sourcewell](#).



How SHARE Can Help Your Organization Find A Solution that Works for You

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- SHARE strives to create and host unique contract solutions not presently available on cooperative programs. Each contract is the product of a need from the public sector, and we SHARE them for the benefit of public and non-profit agencies. This is What Sets Us Apart from a public needs standpoint. SHARE has provided custom services to numerous cities and agencies within the Metroplex such as:
 - The City of Dallas
 - The City of Fort Worth
 - City of University Park
 - Workforce Solutions of North Central Texas
- Our dedicated purchasing staff are knowledgeable and can assist with finding a solution that will work for you. If there isn't a solution, we can create one for you. We are your public sector procurement resource!
- Gone are the days of searching multiple Cooperatives looking for a solution that is only 'good enough'.
- Let SHARE be your one-stop-shop for all your procurement needs!



www.northtexasshare.org



northtexasshare@nctcog.org



817-704-5696

How to Contact Us

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Is public procurement getting you down? Are you wasting precious time and resources trying to procure goods and/or services in compliance with local and federal regulations? Are you a buyer or purchasing professional? If so, help is only a click or call away!

Let SHARE's knowledgeable purchasing staff help you with our hands-on approach to solving all your procurement needs. We're available Monday - Friday 8:00am to 4:30pm CST.

Email us at northtexasshare@nctcog.org

Call us at 817-704-5696

Visit our website at northtexasshare.org

Follow us on LinkedIn <https://www.linkedin.com/company/sharecooperative>



www.northtexasshare.org



northtexasshare@nctcog.org



817-704-5696

WE at SHARE/NCTCOG
THANK YOU!!!



Polling Questions

For More Information

Presentations, webinars, and training opportunities posted at
www.conservenorthtexas.org

Email the team: energy@nctcog.org

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Lori Clark

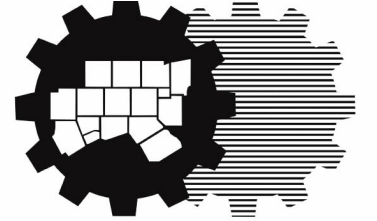
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Air Quality Planner
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North Central Texas
Council of Governments



Polling Questions