



WEST BASIN MUNICIPAL WATER DISTRICT
17140 S. Avalon Blvd., Suite 210
Carson, CA 90746

OCTOBER 8, 2008 – Communications
Kwan (Chair), Gray
OCTOBER 27, 2008 – Board Meeting
Prepared by: Gus Meza
Submitted by: Ron Wildermuth
Approved by: Rich Nagel

ACTION CALENDAR

WATER & ENERGY MULTI-FAMILY RETROFIT PROGRAM
VENDOR RECOMMENDATION

SUMMARY:

West Basin Municipal Water District was awarded a grant from the Metropolitan Water District’s Enhanced Conservation Program for a new and innovative water and energy retrofit project. This project is in partnership with the South Bay Environmental Services Center (SBESC), Southern California Edison, Southern California Gas Company and the City of Torrance.

The project will provide 3,000 High-Efficiency Toilets (HETs), 9,000 Compact Fluorescent Light (CFLs) bulbs, 3,000 water-efficient showerheads, and 3,000 kitchen and bathroom faucet aerators to the multi-family sector. Free installation and devices will be provided to qualifying apartments, condominiums, senior housing, and mobile homes throughout West Basin’s service area.

This project will help conserve 176 acre-feet (AF) of water per year or 3,520 AF over the useful life of the toilets and 3 million kWh savings with the CFL’s and 27,000 therms of savings.

Proposals and Interview Scoring

Staff issued a “Request for Proposals” (RFP) to hire a qualified vendor, with both water and energy experience. The RFP was posted on West Basin’s web site, advertised in the local newspapers and provided to the local Chambers of Commerce.

West Basin assembled a panel of two (2) outside people and one (1) internal person to score the proposals and to interview the vendors. A total of four (4) vendor’s submittal proposals, but only two (2) had the necessary experience. (See Exhibit “A” for detailed scoring results.)

	Qualified Vendors	
	BottomLine Solutions	Southwest Environmental
Proposal Scoring Total Average (out of 50)	46	41
Interview Scores (out of 50)	50	39
Total (out of 100 pts.)	96	80
Total Bid	\$773,000	\$872,440

The panel is recommending BottomLine Utility Solutions Inc. to the Board for the following reasons:

- BottomLine Solutions is a marketing, distribution, and contracting company offering a variety of water, lighting, and energy conservation products and services; and
- BottomLine was 12% lower in cost as compared to Southwest Environmental.

STRATEGIC BUSINESS PLAN IMPLEMENTATION:

Goal 1, Reliability – Maintain a level of local water reliability that supports the regional economy, our community and customer agency needs.

Goal 5, Customer/Community Services – Provide for the needs of our customer agencies and the communities we serve in a way that reflects their needs.

COMMITMENT STATEMENT:

Water Reliability - West Basin is committed to innovative planning and investments to provide water supply reliability and drought protection.

Customer Service – West Basin is committed to providing value by understanding and meeting the needs of our customers and the communities we serve.

Environmental Stewardship – West Basin is committed to sustainable and environmentally-friendly business practices.

FISCAL IMPACTS:

Funds for this program are included in the Fiscal Year 2008-09 Conservation Budget. West Basin will be reimbursed \$681,000 through the MWD grant to help pay for the HET's installation and marketing; \$40,000 will be reimbursed from the City of Torrance; \$36,000 from Edison and \$12,000 from the Gas Company and West Basin will contribute \$50,380. The total cost of the program is \$819,380.

ENVIRONMENTAL COMPLIANCE:

Not applicable.

COMMITTEE STATUS:

This item was reviewed by the Communications Committee on October 8, 2008 and recommended for approval at the October 27, 2008 Board meeting.

RECOMMENDED MOTION:

That the Board authorizes the General Manager to enter into a two-year agreement with BottomLine Utility Solutions Inc., in the amount of \$773,000, plus a contingency of \$46,380 (6%) for unforeseen conditions associated with the marketing and installation of devices, for a total contract amount not-to-exceed \$819,380.

LIST OF EXHIBITS:

Exhibit "A" – Vendor Detailed Scoring