

# AGENDA ITEM DEVELOPMENT REPORT

OFFICE OF THE COUNTY MANAGER  
CLARK COUNTY, NEVADA

**AIDR No.:** 3702

KEVIN SCHLLER  
County Manager

Date: 12/28/2022      Agenda Date: 01/17/2023

JESSICA L. COLVIN  
Chief Financial Officer

Originating  
Department: Administrative Services / Purchasing

ABIGAIL FRIERSON  
Deputy County Manager

Contact/Ext: Ashley Peterson / 702-455-1171

LES LEE SHELL  
Deputy County Manager

**Issue:                    APPROVE SELECTION**

RANDALL J. TARR  
Deputy County Manager

JEFFREY M. WELLS  
Deputy County Manager

**Subject/Title:**

RFP 606305-22 Commercial Property Assessed Clean Energy (C-PACE) Program Administrator

**Recommended Action:**

Approve the selection of Slipstream, Inc., for RFP No. 606305-22, for Commercial Property Assessed Clean Energy (C-PACE) Program Administrator; and authorize the Chief Financial Officer or her designee to negotiate a Contract; or take other action as appropriate. (For possible action)

**Summary:**

On September 22, 2022, Request for Proposal (RFP) No. 606305-22 was advertised on the Clark County Purchasing website and in the Las Vegas Review Journal. Proposals were requested for the development, implementation, and administration of the Commercial Property Assessed Clean Energy (C-PACE) program.

Proposals were received from the following firms: Slipstream, Inc. (LBE) and Sustainable Real Estate Solutions, Inc. (LBE).

An Ad-Hoc Committee comprised of 5 individuals from Department of Finance and Real Property Management (RPM) reviewed and evaluated the proposals. After the evaluation, the Ad-Hoc Committee ranked the firms in the following order: Sustainable Real Estate Solutions, Inc., and Slipstream, Inc.

Subsequent to the evaluation of the written proposals, both firms were selected for oral presentations. After the oral presentations, the Ad-Hoc Committee ranked these short-listed firms in the following order: Slipstream, Inc., and Sustainable Real Estate Solutions, Inc.

The Ad-Hoc Committee recommends the selection of Slipstream, Inc.

The selected firm will provide professional services related to the development, implementation, and administration of the Commercial Property Assessed Clean Energy (C-PACE) program.

If negotiations produce a satisfactory contract, the contract will be presented to the Board of County Commissioners for approval. Should negotiations fail to produce a contract with the

selected firm, this approval allows staff to negotiate with the next highest ranked firm from the oral presentation short list.

Following is the evaluation criteria and associated point values:

**Round 1: Proposal and Evaluation Criteria and Scoring**

<b>Written Evaluation Criteria</b>	<b>Score</b>
Cover Letter	0
Organizational Information	5
Experience & Qualifications	20
Description of Proposed Project and Work Plan	45
Program Readiness	25
Project Fees	Pass/Fail
Compliance with Clark County Standard Contract	5
<b>Total Score</b>	<b>100</b>

**Round 2: Oral Presentation Evaluation Questions and Scoring**

**Question 1: 50 Points Possible**

Discuss onboarding a potential project and demonstrate through your web portal the preapplication process through review, approval, and implementation of a fully funded project, including post implementation verification and monitoring.

- I. Can you discuss your approach to similar types of projects completed?
- II. What are the detailed tasks required?
- III. What is the timeline associated with each task?
- IV. What methodologies do you use to qualify capital providers, developers, energy consultants and other parties to the process as dictated by the Program Guidelines?

**Question No. 2: 50 Points Possible**

Some responses included concerns / recommendations with the Act and Program. Can you elaborate on those concerns and discuss your ability to comply with the Act and Program Guidelines as approved?

**Total Score: 100**

  
KEVIN SCHILLER  
County Manager

**Attachment No. 1**

**Evaluation Summary**

**Proposal and Evaluation Scoring Summary**

<b>Provider</b>	<b>Evaluator A</b>	<b>Evaluator B</b>	<b>Evaluator C</b>	<b>Evaluator D</b>	<b>Evaluator E</b>	<b>Subtotal of Average Score</b>	<b>Local Presence</b>	<b>Compliance with Standard Contract</b>	<b>Total Average Score</b>	<b>Rating</b>
Sustainable Real Estate Solutions, Inc.	82	72	90	70	85	79.8	0	5	84.8%	1
Slipstream, Inc.	72	75	75	82	72	75.2	0	5	80.2%	2

**Oral Presentation Scoring Summary**

<b>Provider</b>	<b>Evaluator A</b>	<b>Evaluator B</b>	<b>Evaluator C</b>	<b>Evaluator D</b>	<b>Evaluator E</b>	<b>Total Average Points</b>	<b>Final Score</b>	<b>Rating</b>
Slipstream, Inc.	95	92	90	97	95	469	94%	1
Sustainable Real Estate Solutions, Inc.	70	89	70	85	75	389	78%	2

## **Attachment No. 2**

### **Ad-hoc Committee Members Bio**

Evaluator A - Principal Management Analyst for Clark County for 15 years (Comptroller-4, Treasurer-11). Involved with debt and investment management, financial reporting, and budget, as well as commercial banking and treasury services for 33 years.

Evaluator B - Energy Program Administrator with Clark County with experience in energy, engineering, and finance for over 25 years. Holds a Master's degree in Business Administration, Bachelor of Science degree in Mechanical Engineering, Chartered Financial Analyst designation, and a Certified Energy Manager.

Evaluator C - Co-founder, President and Managing Director of Hobbs Ong & Associates, Inc. Served as Comptroller and Director of Finance for Clark County from 1983 through 1995. Significant experience working with the State Legislature and various units of regional and local government. Served on and chaired numerous Legislative Interim Subcommittees studying laws relating to government revenues and taxes. Chair to the Governor's Task Force on Tax Policy in Nevada. Bachelor of Arts in Business Economics from the University of California, Santa Barbara, and a Master of Business Administration from the University of Nevada, Las Vegas.

Evaluator D – Holds the position of Chief Financial Officer for Clark County, Nevada. Responsible for Clark County's \$10 billion annual budget, financial reporting, accounting and payroll, automotive fleet, enterprise resource planning (ERP), federal grant awards, five-year capital program, and management of the County debt portfolio. From 2011 to 2016 served as the County Comptroller and was primarily responsible for all accounting and financial reporting matters. Prior work includes accounting and finance roles in the commercial development and non-profit industries, public accounting for eleven years primarily auditing government and non-profit organizations. Holds a Bachelor of Science in Business Administration with a major in Accounting from the University of Nevada, Reno. Is licensed as a Certified Public Accountant in the State of Nevada since 2001.

Evaluator E - Principal Management Analyst working for Clark County for 6 years. Involved with debt management and financial reporting, with a background in analytical research.