

# STATEMENT OF QUALIFICATIONS

## PART I – CONTRACT SPECIFIC QUALIFICATIONS

### A. CONTRACT INFORMATION

1. PROJECT TITLE AND LOCATION (City and State) Neutral Facilitation Consultant List, Various Locations	
2. ANNOUNCEMENT DATE March 4, 2011	3. PROJECT NUMBER DAS-11F888

### B. FIRM POINT OF CONTACT

4. PROJECT REPRESENTATIVE NAME AND TITLE Wilson Reynolds, Vice President	5. PRESIDENT / CEO Timi Goebel, President	
6. NAME OF FIRM Energy Management Engineering, Inc.		
7. TELEPHONE NUMBER 970-623-4225	8. FAX NUMBER n/a	9. E-MAIL ADDRESS wreynolds@dosbobos.com
10. COUNTY El Paso	11. FTID NUMBER [REDACTED]	12. WEB ADDRESS www.dosbobos.com

### C. PROPOSED TEAM

*(Complete this section for the lead firm or joint venture partners, and all key consultants.)*

(Check)	(Check)			13. FIRM NAME	14. ADDRESS	15. ROLE IN THIS CONTRACT
	Lead Firm	JV Partner	Consultant			
a.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Energy Management Engineering, Inc.  <input type="checkbox"/> Check if EDGE certified	1004 Swope Avenue, Colorado Springs, CO 80909  <input type="checkbox"/> Check if branch office <u>1.245</u> Miles from project site	Principle
b.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	  <input type="checkbox"/> Check if EDGE certified	  <input type="checkbox"/> Check if branch office	
c.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	  <input type="checkbox"/> Check if EDGE certified	  <input type="checkbox"/> Check if branch office	
d.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	  <input type="checkbox"/> Check if EDGE certified	  <input type="checkbox"/> Check if branch office	
e.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	  <input type="checkbox"/> Check if EDGE certified	  <input type="checkbox"/> Check if branch office	
f.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	  <input type="checkbox"/> Check if EDGE certified	  <input type="checkbox"/> Check if branch office	

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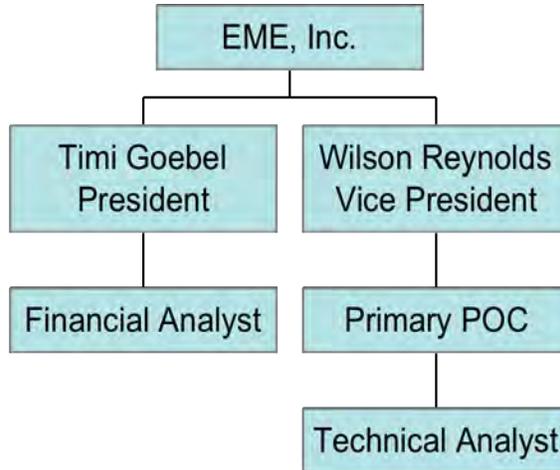
**D. ORGANIZATIONAL CHART OF PROPOSED TEAM**

(Attached)

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INSERT ORGANIZATIONAL CHART BELOW OR ATTACH.

Organizational Chart  
Energy Management Engineering, Inc.



**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

(Complete one Section E for each key person.)

16. NAME Timi L. Goebel		17. ROLE IN THIS CONTRACT Project Facilitator, Project Manager		18. YEARS EXPERIENCE	
				a. TOTAL 18	b. WITH CURRENT FIRM 3
19. FIRM NAME AND LOCATION (City and State) Energy Management Engineering, Inc.					
20. EDUCATION (DEGREE AND SPECIALIZATION) MBA: Public Administration.			21. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) n/a		
22. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) Department of Energy Project Facilitator					

**23. RELEVANT PROJECTS (Up to a maximum of 5 samples)**

	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
a.	<b>Architect of the Capitol (AOC):</b> US Capitol, Senate and House Office Buildings Washington, DC	2-1/2	(If applicable)	D04, E07, E08, H04, H08, O01, H04, L04, L05, L06, V01
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE Retrofits included: Lighting, HVAC, EMCS, and other upgrades, for the US Capitol, Senate and House Office Buildings in Washington, DC. US Capitol: \$19.9M. Senate: \$48.1M. House: \$40.2M. Provided scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, narrative and conclusion summaries to AOC staff for Congressional briefings, negotiations and award support. Performance Period Measurement & Verification (M&V) training to staff for validation of savings. In Construction. <input checked="" type="checkbox"/> Check if project performed with current firm		
b.	<b>National Archives and Records Administration (NARA):</b> National Archives (A-1), Washington, DC; Archives-2, College Park, MD; Presidential Libraries - LBJ (Austin, TX), Eisenhower (Abilene, KS), Ford, (Ann Arbor, MI); Records Storage, Suitland, MD.	5	5	D04, E07, E08, H04, H08, O01, H04, L04, L05, L06, V01
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE Retrofits included HVAC, Lighting, EMCS and Renewable Energy installations for archive and museum facilities. Strict temperature and humidity controls for archived documents in historical spaces. Archives-1: \$6.1M. Archives-2: \$5.2M. LBJ: \$3.0M. DDE: \$5M. GRF: \$1.2M. Suitland: \$6.2M. Provided scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and Measurement & Verification during Performance. Projects are complete. <input checked="" type="checkbox"/> Check if project performed with current firm		
c.	<b>Bureau of Prisons (BOP):</b> Federal Prison facilities in Florence, CO; Petersburg, VA; Allenwood, PA.	5	(If applicable)	P08, L05, L06, R09, U03, E08
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE Retrofits included HVAC, Water, Lighting, EMCS and Renewable Energy installations, including Biomass boilers and Photovoltaics (PV). Florence: \$15.8M. Petersburg: \$10.6M. Allenwood: \$10.8M. Provided project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and Measurement & Verification during Performance. In construction. <input checked="" type="checkbox"/> Check if project performed with current firm		
d.	<b>Prince Jonah Kuhio Kalaniana'ole Federal Building (PJKK):</b> Federal Courthouse and associated offices in Oahu, HI.	3	(If applicable)	J01, O01, L05, L06, S06, E08
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE Retrofits included HVAC, Lighting, EMCS, water, wastewater and renewable energy (PV) for the PJKK Federal Building and Courthouse. PJKK: \$8.7M. Provided project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and Measurement & Verification during Performance. <input checked="" type="checkbox"/> Check if project performed with current firm		
e.	<b>National Aeronautic and Space Administration (NASA):</b> Research and launch facilities in Greenbelt, MD; Wallops Island, VA; Jet Propulsion Laboratory (JPL) - Pasadena, CA.	3	(If applicable)	L01, S11, S06, R08, D04, E08
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE Retrofits included HVAC, Water, Lighting, EMCS, Retro-commissioning (R-Cx). Greenbelt: \$4.1M. Wallops: \$15.8M. JPL: \$6.8M. All projects included extensive analysis of Renewable Energy for wind and PV. Provided project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and negotiations assistance as requested. <input checked="" type="checkbox"/> Check if project performed with current firm		

**E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT**

*(Complete one Section E for each key person.)*

16. NAME Wilson Reynolds	17. ROLE IN THIS CONTRACT Project Facilitator, Project Manager	18. YEARS EXPERIENCE	
		a. TOTAL 13	b. WITH CURRENT FIRM 13
19. FIRM NAME AND LOCATION (City and State) Energy Management Engineering, Inc.			
20. EDUCATION (DEGREE AND SPECIALIZATION) BS: Mathematics		21. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) n/a	
22. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) Department of Energy Project Facilitator			

23. RELEVANT PROJECTS (Up to a maximum of 5 samples)

	(1) TITLE AND LOCATION (City and State)	(2) YEAR COMPLETED		(3) EXAMPLE PROJECT KEY NUMBER (If included in Section F)
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)	
a.	<b>Architect of the Capitol (AOC):</b> US Capitol, Senate and House Office Buildings Washington, DC	2-1/2		D04, E07, E08, H04, H08, O01, H04, L04, L05, L06, V01
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Retrofits included: Lighting, HVAC, EMCS, and other upgrades, for the US Capitol, Senate and House Office Buildings in Washington, DC. US Capitol: \$19.9M. Senate: \$48.1M. House: \$40.2M. Provided scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, narrative and conclusion summaries to AOC staff for Congressional briefings, negotiations and award support. Performance Period Measurement & Verification (M&V) training to staff for validation of savings. In Construction.		
b.	<b>National Institutes of Health (NIH):</b> Medical and research facilities in Bethesda, MD.	6	4	H09, L01, L05, L06, R08, H04, S13, A08, E08
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Retrofits included HVAC, Lighting, EMCS, water and wastewater through the NIH facilities. Phase 1: \$8.0M. Phase 2: \$3.7M. Phase 3: \$11.7M. Phase 3 is still in construction. Provided project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and Measurement & Verification during Performance.		
c.	<b>Smithsonian Institute.</b> National Museum of American History (NMAH), Washington, DC.	3	1-1/2	D04, E02, E07, E08, H04, H08, O01, H04, L04, L05, L06, V01
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Retrofits included HVAC, Lighting, EMCS and Central Plant renovations for classroom, archive and museum facilities. Strict temperature and humidity controls for archived artifacts in historical spaces. NMAH: \$19.9M. Provided project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and Measurement & Verification during Performance.		
d.	<b>US Coast Guard (USCG).</b> Integrated Service Command (ISC), Kodiak, AK.	4	2-1/2	A06, L04, L05, H04, R08, C14, E08
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Retrofits included Boiler Improvements, Renewable Energy Systems, EMCS/BAS, HVAC, and Lighting. ISC-Kodiak: \$20.3M. Weather in AK provided challenges to facilitation during construction. Provided project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and Measurement & Verification during Performance.		
e.	<b>Bureau of Land Management (BLM),</b> Various Locations.	5	3	R08, L04, L05, H04
		(4) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Two large Multi-site projects throughout the Western Region. Phase 1: 88 sites in 6 states. Phase 2: 160 sites in 12 states. Phase 1: \$3.9M. Phase 2: \$17.8M. Retrofits included lighting improvements, programmable T-stats, and extensive PV installations at remote locations. Both projects involved project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and Measurement & Verification during Performance. Additional Construction Period support was provided after award.		

<b>F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT</b> <i>(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)</i>	24. EXAMPLE PROJECT KEY NUMBER (1 – 10) <b>1</b>
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25. TITLE AND LOCATION <i>(City and State)</i> <b>Architect of the Capitol (AOC):</b> US Capitol, Senate and House Office Buildings Washington, DC	26. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2-1/2	CONSTRUCTION (if applicable)

27. PROJECT OWNER'S INFORMATION		
a. PROJECT OWNER Architect of the Capitol (AOC)	b. POINT OF CONTACT NAME Chuck Iliff, Project Manager Jeff Kuhl, Contracting Officer	c. POINT OF CONTACT TELEPHONE NUMBER 202-226-8026 202-302-4497

28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Energy Management Engineering (EME, Inc.) provided Project Facilitation services through the Department of Energy, utilizing the DOE's "Super-ESPC" IDIQ. Wilson Reynolds and Timi Goebel were engaged to provide a variety of assistance, including scope to support: Energy Savings Potential Assessment; Needs Assessment & Project Scoping; Establishment of Program Objectives and Project Strategy Development; Acquisition Team & Other Agency Support to various Organizations; ESPC Training to provide Agency and Site Understanding, Support and Commitment; DO RFP Development; Technical & Financial Analysis of the Initial Proposal(s) and Award Documents; Final Proposal Review; Consultation Support for Technical & Price Negotiations up to Delivery Order Award; Agency Assistance with Revisions to DO RFP for DO Award; Post-Award Kickoff Meeting Support; Installation period support and Construction Oversight; Post Installation M&V Report Review and Project Acceptance Recommendations; 1st Year M&V Report Review and Annual Energy Audit Technical Assistance.

The AOC worked with two ESCOs and awarded three separate Delivery Order awards for: The US Capitol, and the Senate and House Office Buildings in Washington, DC. The Energy Conservation Measures (ECMs) for the AOC projects included: Lighting, HVAC, EMCS/DDC upgrades, and Water Conservation measures in Historically Significant buildings. All three projects are In-Construction and present numerous challenges to accommodate the changing needs and staff schedules of the House and Senate members. EME, Inc. has worked closely with AOC staff to provide pre-award support for technical and contracting staff, and is currently providing Construction Oversight. EME, Inc. will provide Savings Validation (M&V) of each project's ECMs at project completion.

The Implementation Price for each project was incorporated into a comprehensive bundle of ECMs to leverage the best-value to the government. Technical and Financial Analysis by EME, Inc., and AOC staff provided the basis to award three Delivery Orders of: US Capitol - \$19.9M; Senate - \$48.1M; House - \$40.2M. EME, Inc. will continue to support the AOC projects throughout the construction period, to include final Commissioning (Cx) oversight and verification of installed ECMs, and will include a review of the Year-One Annual Verification Submittal for each project. The AOC will use EME's input to assure Congress that payments to the ESCOs are in accordance to the Federal Acquisition Regulations (FAR), and will satisfy a formal audit by the Office of Management and Budget (OMB).

29. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Energy Management Engineering, Inc.	(2) FIRM LOCATION <i>(City and State)</i> Colorado Springs, CO	(3) ROLE Project Facilitator
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

<b>F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT</b> <i>(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)</i>	24. EXAMPLE PROJECT KEY NUMBER (1 – 10) <b>2</b>
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25. TITLE AND LOCATION <i>(City and State)</i> <b>National Archives and Records Administration (NARA):</b> National Archives (A-1), Washington, DC; Archives-2, College Park, MD; Presidential Libraries - LBJ (Austin, TX), Eisenhower (Abilene, KS), Ford, Ann Arbor, MI); GSA Records Storage, Suitland, MD.	26. YEAR COMPLETED	
	PROFESSIONAL SERVICES <b>5</b>	CONSTRUCTION (if applicable) <b>5</b>

27. PROJECT OWNER'S INFORMATION		
a. PROJECT OWNER National Archives and Records Administration (NARA)	b. POINT OF CONTACT NAME Mark Sprouse, Project Manager Ron Noll, Contracting Officer	c. POINT OF CONTACT TELEPHONE NUMBER 301-837-3019 301-837-3648

28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Energy Management Engineering (EME, Inc.) provided Project Facilitation services through the Department of Energy, utilizing the DOE's "Super-ESPC" IDIQ. Wilson Reynolds and Timi Goebel were engaged to provide a variety of assistance, including scope to support: Energy Savings Potential Assessment; Needs Assessment & Project Scoping; Establishment of Program Objectives and Project Strategy Development; Acquisition Team & Other Agency Support to various Organizations; ESPC Training to provide Agency and Site Understanding, Support and Commitment; DO RFP Development; Technical & Financial Analysis of the Initial Proposal(s) and Award Documents; Final Proposal Review; Consultation Support for Technical & Price Negotiations up to Delivery Order Award; Agency Assistance with Revisions to DO RFP for DO Award; Post-Award Kickoff Meeting Support; Installation period support and Construction Oversight; Post Installation M&V Report Review and Project Acceptance Recommendations; 1st Year M&V Report Review and Annual Energy Audit Technical Assistance.

NARA worked with two ESCOs and awarded six separate project awards for the National Archives (A-1 Building), Washington, DC; Archives-2, College Park, MD; Presidential Libraries – Lyndon Baines Johnson (LBJ) Library, Austin, TX; Dwight David Eisenhower (DDE) Library, Abilene, KS; Gerald R. Ford (GRF) Library, Ann Arbor, MI; and a General Services Administration (GSA) Records Storage facility, in Suitland, MD. The Energy Conservation Measures (ECMs) for the AOC projects included: Central Plant renovations, HVAC, Lighting, EMCS and Renewable Energy (PV and Solar Hot Water) installations. All six projects involve work within Historically Significant spaces and or record storage archives, and included construction challenges to accommodate the specific temperature and humidity requirements of these spaces. EME, Inc. worked closely with NARA staff to provide pre-award support for technical and contracting staff, and is currently providing Construction Oversight and Savings Validation (M&V) of ECMs during the Performance Period. All Construction is complete.

The Implementation Price for each project was incorporated into a comprehensive bundle of ECMs to leverage the best-value to the government. Technical and Financial Analysis by EME, Inc., and NARA provided the basis to award six Delivery Orders of: Archives-1: \$6.1M. Archives-2: \$5.2M. LBJ: \$3.0M. DDE: \$5M. GRF: \$1.2M. Suitland: \$6.2M. EME, Inc. will continue to support the NARA projects throughout the performance period and Year-One Annual Verification Submittal for each project. The NARA will use EME's input to document the agency's attempt to meet energy reduction mandates of Executive Order 13423.

29. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Energy Management Engineering, Inc.	(2) FIRM LOCATION <i>(City and State)</i> Colorado Springs, CO	(3) ROLE Project Facilitator
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

<b>F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT</b> <i>(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)</i>	24. EXAMPLE PROJECT KEY NUMBER (1 - 10) <b>3</b>
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25. TITLE AND LOCATION <i>(City and State)</i> <b>National Aeronautic and Space Administration (NASA):</b> Research and launch facilities in Greenbelt, MD; Wallops Island, VA; Jet Propulsion Laboratory (JPL) - Pasadena, CA.	26. YEAR COMPLETED	
	PROFESSIONAL SERVICES <b>3</b>	CONSTRUCTION (if applicable)

27. PROJECT OWNER'S INFORMATION		
a. PROJECT OWNER National Aeronautic and Space Administration (NASA)	b. POINT OF CONTACT NAME Dave Richardson, PM – Greenbelt Philip Smith, PM – Wallops Island Steve Rigdon, PM - JPL Cathy Seminara, CO – Greenbelt/Wallops Tom Servilla, CO - JPL	c. POINT OF CONTACT TELEPHONE NUMBER 301-286-8036 757-824-1363 818-393-2549 301-286-6164 818-354-4817

28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Energy Management Engineering (EME, Inc.) provided Project Facilitation services through the Department of Energy, utilizing the DOE's "Super-ESPC" IDIQ. Wilson Reynolds and Timi Goebel were engaged to provide a variety of assistance, including scope to support: Energy Savings Potential Assessment; Needs Assessment & Project Scoping; Establishment of Program Objectives and Project Strategy Development; Acquisition Team & Other Agency Support to various Organizations; ESPC Training to provide Agency and Site Understanding, Support and Commitment; DO RFP Development; Technical & Financial Analysis of the Initial Proposal(s) and Award Documents; Final Proposal Review; Consultation Support for Technical & Price Negotiations up to Delivery Order Award; Agency Assistance with Revisions to DO RFP for DO Award; Post-Award Kickoff Meeting Support; Installation period support and Construction Oversight; Post Installation M&V Report Review and Project Acceptance Recommendations; 1st Year M&V Report Review and Annual Energy Audit Technical Assistance.

NASA worked with two ESCOs and awarded three separate awards for the research and launch facilities in Greenbelt, MD; Wallops Island, VA; and the Jet Propulsion Laboratory (JPL), in Pasadena, CA. The Energy Conservation Measures (ECMs) for the NASA projects included: HVAC, Water, Lighting, EMCS, Retro-commissioning (R-Cx) and Renewable Energy analysis for a Wind Turbine and PV installations (utilizing an Energy Services Agreement). EME, Inc. provided project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and negotiations assistance as requested. EME, Inc. worked closely with NASA staff to provide pre-award support for technical and contracting staff, and is currently providing Construction Oversight and Savings Validation (M&V) of ECMs as the various ECM projects near completion.

The Implementation Price for each project was incorporated into a comprehensive bundle of ECMs to leverage the best-value to the government. Technical and Financial Analysis by EME, Inc., and NASA provided the basis to award three Delivery Orders of: Greenbelt: \$4.1M. Wallops: \$15.8M. JPL: \$6.8M. EME, Inc. will continue to support the NASA projects throughout the construction period, to include final Commissioning (Cx) oversight and verification of installed ECMs, and will include a review of the Year-One Annual Verification Submittal for each project. NASA will use EME's input to document the agency's attempt to meet energy reduction mandates of Executive Order 13423.

29. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Energy Management Engineering, Inc.	(2) FIRM LOCATION <i>(City and State)</i> Colorado Springs, CO	(3) ROLE Project Facilitator
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

<b>F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT</b> <i>(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)</i>	24. EXAMPLE PROJECT KEY NUMBER (1 - 10) 4
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25. TITLE AND LOCATION <i>(City and State)</i> <b>Bureau of Land Management (BLM), Various Locations.</b>	26. YEAR COMPLETED	
	PROFESSIONAL SERVICES 5	CONSTRUCTION (if applicable) 3

27. PROJECT OWNER'S INFORMATION		
a. PROJECT OWNER Bureau of Land Management (BLM)	b. POINT OF CONTACT NAME Chuck Svoboda, Project Manager Nancy Moreno, Contracting Officer	c. POINT OF CONTACT TELEPHONE NUMBER 303-236-6661 703-964-3562

28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Energy Management Engineering (EME, Inc.) provided Project Facilitation services through the Department of Energy, utilizing the DOE's "Super-ESPC" IDIQ. Wilson Reynolds and Timi Goebel were engaged to provide a variety of assistance, including scope to support: Energy Savings Potential Assessment; Needs Assessment & Project Scoping; Establishment of Program Objectives and Project Strategy Development; Acquisition Team & Other Agency Support to various Organizations; ESPC Training to provide Agency and Site Understanding, Support and Commitment; DO RFP Development; Technical & Financial Analysis of the Initial Proposal(s) and Award Documents; Final Proposal Review; Consultation Support for Technical & Price Negotiations up to Delivery Order Award; Agency Assistance with Revisions to DO RFP for DO Award; Post-Award Kickoff Meeting Support; Installation period support and Construction Oversight; Post Installation M&V Report Review and Project Acceptance Recommendations; 1st Year M&V Report Review and Annual Energy Audit Technical Assistance.

The BLM worked with one ESCO and awarded two separate awards for Multiple Sites throughout their Western Region. Phase 1: 88 sites in 6 states. Phase 2: 160 sites in 12 states. The Energy Conservation Measures (ECMs) for the BLM projects included: Lighting, HVAC mods, Programmable T-stats, EMCS/DDC upgrades, and extensive Renewable Energy (RE) installations (including multiple PV and a 100kW Wind Turbine). American Recovery & Reinvestment Act (ARRA, 2009) funding was used as a financial incentive for the RE measures. The various project sites are spread throughout BLM's service districts and include almost 150 remote locations. EME, Inc. worked closely with BLM staff to provide pre-award support for technical and contracting staff, and is currently providing Construction Oversight and Savings Validation (M&V) of ECMs as the project nears completion. Phase 1 is complete and in the Performance Period. Phase 2 is In-Construction.

The Implementation Price for each project was incorporated into a comprehensive bundle of ECMs to leverage the best-value to the government. Technical and Financial Analysis by EME, Inc., and the BLM provided the basis to award two Delivery Orders of: Phase 1 - \$3.9M. Phase 2 - \$17.8M. Both projects involved project facilitation, scope, rate & cost-benefit analysis, technical evaluation of ECMs, proposal comment compilation, and Measurement & Verification during Performance. Additional Construction Period support was provided after award for both projects. EME, Inc. will continue to support the BLM projects throughout the construction and performance period, to include final Commissioning (Cx) oversight and verification of installed ECMs, and will include a review of the Year-One Annual Verification Submittal for each project. The BLM will use EME's input to document the agency's attempt to meet energy reduction mandates of Executive Order 13423.

29. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Energy Management Engineering, Inc.	(2) FIRM LOCATION <i>(City and State)</i> Colorado Springs, CO	(3) ROLE Project Facilitator
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE

<b>F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT</b> <i>(Present as many projects as requested by the Contracting Authority, or a maximum of 10 projects, if not specified. Complete one Section F for each project.)</i>	24. EXAMPLE PROJECT KEY NUMBER (1 – 10) 5
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25. TITLE AND LOCATION <i>(City and State)</i> <b>National Institutes of Health (NIH):</b> Medical and research facilities in Bethesda, MD.	26. YEAR COMPLETED	
	PROFESSIONAL SERVICES 6	CONSTRUCTION (if applicable) 4

27. PROJECT OWNER'S INFORMATION		
a. PROJECT OWNER National Institutes of Health (NIH)	b. POINT OF CONTACT NAME Greg Leifer, Project Manager Ora Bethea, Contracting Officer	c. POINT OF CONTACT TELEPHONE NUMBER 301-402-2100 (retired)

28. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Energy Management Engineering (EME, Inc.) provided Project Facilitation services through the Department of Energy, utilizing the DOE's "Super-ESPC" IDIQ. Wilson Reynolds and Timi Goebel were engaged to provide a variety of assistance, including scope to support: Energy Savings Potential Assessment; Needs Assessment & Project Scoping; Establishment of Program Objectives and Project Strategy Development; Acquisition Team & Other Agency Support to various Organizations; ESPC Training to provide Agency and Site Understanding, Support and Commitment; DO RFP Development; Technical & Financial Analysis of the Initial Proposal(s) and Award Documents; Final Proposal Review; Consultation Support for Technical & Price Negotiations up to Delivery Order Award; Agency Assistance with Revisions to DO RFP for DO Award; Post-Award Kickoff Meeting Support; Installation period support and Construction Oversight; Post Installation M&V Report Review and Project Acceptance Recommendations; 1st Year M&V Report Review and Annual Energy Audit Technical Assistance.

The NIH worked with one ESCO and awarded three separate awards for various buildings at the 1.6 million square foot main campus in Bethesda, MD. The Energy Conservation Measures (ECMs) for the NIH projects are saving more than \$2.5M annually and included: Central Plant upgrades, HVAC, Lighting, EMCS, Sub-metering, water and wastewater. All three projects involved work at a campus with energy-intense laboratory spaces, hospital facilities, office buildings and a large Central Plant. EME, Inc. worked closely with NIH staff to provide pre-award support for technical and contracting staff, and is currently providing Construction Oversight and Savings Validation (M&V) of ECMs as the Phase 3 project nears completion. Phase 1 & 2 are complete and in the Performance Phase. Phase 3 is in Construction. The final effort (Phase 4) is under development and will include additional work for the Bethesda campus as well as three remote facilities in MD, NC and MT.

The Implementation Price for each project was incorporated into a comprehensive bundle of ECMs to leverage the best-value to the government. Technical and Financial Analysis by EME, Inc., and the NIH provided the basis to award three Delivery Orders of: Phase 1: \$8.0M. Phase 2: \$3.7M. Phase 3: \$11.7M. EME, Inc. will continue to support the NIH projects throughout the construction period for Phase 3, to include final Commissioning (Cx) oversight and verification of installed ECMs, and will include a review of the Year-One Annual Verification Submittal for each project. The NIH will use EME's input to document the agency's attempt to meet energy reduction mandates of Executive Order 13423.

29. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

a.	(1) FIRM NAME Energy Management Engineering, Inc.	(2) FIRM LOCATION <i>(City and State)</i> Colorado Springs, CO	(3) ROLE Project Facilitator
b.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE



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## H. ADDITIONAL INFORMATION

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34a. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE CONTRACTING AUTHORITY. ATTACH ADDITIONAL SHEETS AS NEEDED.

Energy Management Engineering (EME, Inc.) is a SBA certified woman-owned small-business located in Colorado Springs, CO. EME facilitates demand-side reduction and Renewable Energy strategies for various projects throughout North America as independent consultants. Timi Goebel is the President and Principle Owner of EME, and has been with the company for three years. EME has been in business as an Energy Efficiency consulting firm for over 13 years and facilitates demand-side reduction and Renewable Energy strategies for various projects throughout North America as independent consultants. As a third-party project analyst and Project Facilitator to the Federal Energy Management Program (FEMP), EME provides primary engineering and technical consulting support to the U.S. federal government. We are staff members of the U.S. Department of Energy's Energy Savings Performance Contract (ESPC) core team. We provide Project Facilitation, training, coordination and related support for federal ESPC and UESC energy efficiency projects throughout the U.S. This includes coordinating projects for various government agencies and institutions and their facilities as ESPC Project sites, providing Technical Team support and Project Management support activities with the site staff, federal agency representatives, and a variety of Energy Service Company's (ESCO) engineering and management staff. Duties include providing third-party contract review, energy audit assistance with respect to Measurement & Verification (M&V) protocols, and general engineering assistance as requested for all ESPC-related projects. Our resume for ESPC and UESC professional consulting services includes installations at various sites, totaling more than 80 projects, and greater than \$900 million, to date — including sites for the US Capitol, National Archives, National Institute of Health, NASA, US Army, Army National Guard, US Marine Corps, US Coast Guard, US Customs and Border Patrol, Dept of Labor, Health and Human Services, Dept of Interior, DOE, FBI, GSA, VA, and others. EME also supports ESPC efforts for non-federal projects, including State and Local governments, Universities, etc.

Timi Goebel is a FEMP Project Facilitator and Renewable Energy advocate, providing project development assistance under DOE-IDIQ contracts and others (PPA/ESA, UESC, EUL, and ESPC); multidisciplinary project management; proposal development; project economic Pro-Forma modeling and comprehensive due-diligence, integrated and interactive load analysis, identification of energy and other cost saving incentives, and economic analysis; project financing facilitation; subcontractor and equipment sourcing, contractor due diligence and selection; organization and facilitation of public outreach forums; retail and wholesale energy markets analysis; market and supply chain development; project validation for capital investment; comprehensive energy conservation (ECM) development and economic analysis of renewable energy saving measures.

Wilson Reynolds is the co-owner and vice president of EME. As a third-party project analyst and Project Facilitator to the Federal Energy Management Program (FEMP), EME provides primary engineering and technical consulting support to the U.S. federal government. We are staff members of the U.S. Department of Energy's Energy Savings Performance Contract (ESPC) core team. We provide Project Facilitation, training, coordination and related support for federal ESPC and UESC energy efficiency projects throughout the U.S. This includes coordinating projects for various government agencies and their facilities as ESPC Project sites, providing Training and Technical Team support and Project Management activities with the agencies, federal agency representatives, and a variety of Energy Service Company's (ESCO) engineering and management staff.

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H. ADDITIONAL INFORMATION

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34b. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE CONTRACTING AUTHORITY. ATTACH ADDITIONAL SHEETS AS NEEDED.

**PROPOSER AFFIRMATION AND DISCLOSURE**

The Lead Firm or Joint Venture (“Proposer”) acknowledges that by signing this Statement of Qualifications, that it affirms, understands, and will abide by the requirements of Executive Order 2010-09S issued by Ohio Governor Ted Strickland. If awarded a Contract, the Proposer affirms that both the Proposer and its Consultants shall perform no services requested under the Agreement outside of the United States. The Executive Order is available at the following Web site: <http://www.governor.ohio.gov/Default.aspx?tabid=1495>.

The Proposer shall provide the locations where services under the Contract will be performed in the spaces provided below or by attachment. Failure to provide this information as part of its Statement of Qualifications will cause the Proposer to be deemed non-responsive and no further consideration will be given to its Statement of Qualifications. If the Proposer will not be using Consultants, indicate “Not Applicable” in the appropriate spaces.

1. Principal business location of the Proposer:

**1004 Swope Avenue**  
Address

**Colorado Springs, CO 80909**  
City, State, Zip

2. Location where services will be performed by Proposer:

**TBD**  
Address

**TBD, Ohio**  
City, State, Zip

Locations where services will be performed by Consultants:

**n/a**  
Address

**n/a**  
City, State, Zip

Address

City, State, Zip

Address

City, State, Zip

3. Location where state data will be stored, accessed, tested, maintained, or backed-up, by Proposer:

**1004 Swope Avenue**  
Address

**Colorado Springs, CO 80909**  
City, State, Zip

Locations where state data will be stored, accessed, tested, maintained, or backed-up by Consultants:

**n/a**  
Address

**n/a**  
City, State, Zip

Address

City, State, Zip

Address

City, State, Zip

# STATEMENT OF QUALIFICATIONS

1. PROJECT NUMBER (If any)  
DAS-11F888

## PART II – GENERAL QUALIFICATIONS

(If a firm has branch offices, complete for each specific branch office seeking work.)

2a. FIRM (OR BRANCH OFFICE) NAME Energy Management Engineering, Inc				3. YR ESTABLISHED 1998	4. FTID NUMBER [REDACTED]
2b. STREET 1004 Swope Avenue				5. OWNERSHIP	
				a. TYPE S-Corporation	
2c. CITY Colorado Springs	2d. STATE CO	2e. ZIP CODE 80909	2f. COUNTY El Paso	b. EDGE STATUS Non-Certified	
6a. POINT OF CONTACT NAME AND TITLE Wilson Reynolds		6b. PRESIDENT/CEO Timi Goebel		7. NAME OF FIRM (If Block 2a is a branch office.)	
6c. TELEPHONE NUMBER 970-623-4225		6d. E-MAIL ADDRESS wreynolds@dosbobos.com			
8a. FORMER FIRM NAME(S) (If any)				8b. YR ESTABLISHED	8c. FTID NUMBER

9. EMPLOYEES BY DISCIPLINE				10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST 5 YEARS		
a. Function Code	b. Discipline	c. No. of Employees		a. Profile Code	b. Experience	c. Revenue Index Number (see below)
		(1) LICENSED	(2) NON-LICENSED			
58	Technician/Analyst		x	C14	Conservation and Resource Management	1
61	Value Engineer		x	D04	Design-Build – Prep of RFPs	1
				E02	Educational Facilities	1
				E07	Energy Conservation; New Energy	1
				E08	Engineering Economics	1
				H04	HVAC	1
				J01	Judicial or Courtroom Facilities	1
				L01	Labs, Medical Research Facilities	1
				L04	Libraries, Museums, Galleries	1
				L05	Lighting, Interior	1
				L06	Lighting, Exterior	1
				O01	Office Buildings	1
				P08	Prisons and Correctional Facilities	1
				R08	Research Facilities	1
				R09	Resources, Recovery; Recycling	1
				R10	Risk Analysis	1
				S06	Solar Energy Utilization	1
				S08	Clean Rooms	1
				S11	Sustainable Design	1
				V01	Value Analysis	1
				W01	Warehouse and Depots	1
	Other Employees					
		Total				

11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 2 YEARS (Insert revenue index number shown at right)		PROFESSIONAL SERVICES REVENUE INDEX NUMBER		
a. Work for this Contracting Authority	\$0	1. Less than \$50,000	6. \$400,000 to less than \$500,000	11. \$900,000 to less than \$1,000,000
b. Other State Work (see instructions)	\$281,000	2. \$50,000 to less than \$100,000	7. \$500,000 to less than \$600,000	12. \$1,000,000 to less than \$2,000,000
c. Total State Work	\$281,000	3. \$100,000 to less than \$200,000	8. \$600,000 to less than \$700,000	13. \$2,000,000 to less than \$5,000,000
		4. \$200,000 to less than \$300,000	9. \$700,000 to less than \$800,000	14. \$5,000,000 to less than \$10,000,000
		5. \$300,000 to less than \$400,000	10. \$800,000 to less than \$900,000	15. \$10,000,000 or greater

**12. AUTHORIZED REPRESENTATIVE**  
The foregoing is a statement of facts.

a. SIGNATURE 	b. DATE 4/19/11
c. NAME AND TITLE R.W. Reynolds, Vice President	

Provide a separate Part II form for each firm or branch office participating on the proposed project team.