



U.S. General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is:  
[www.GSAAdvantage.gov](http://www.GSAAdvantage.gov)

**Schedule Title: 03-FAC**  
**Facilities Management and Maintenance**

**Group Name:** Energy Management, Water Conservation and Support Services

**Special Item Number:**

871-202: Energy Management Planning and Strategies

871-203: Training on Energy Management

871-207: Energy Audit Services

871-208: Resource Efficiency Management

**Contract Number:** GS-21F-0142V

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov)

**Contract Period:** September 4, 2009 – September 3, 2014

**Headquarters:**

EnSave, Inc.

65 Millet Street, Suite 105

Richmond, VT 05477

Primary Contact: Amelia Gulkis, Program Development Manager

Direct Phone: (802) 434-1826

Main Phone: (802) 434-3792

Fax: (802) 434-7011

Email: [ameliag@ensave.com](mailto:ameliag@ensave.com)

[www.ensave.com](http://www.ensave.com)

**Business size:** Small

## About EnSave

Since 1991, EnSave has supported the American agricultural sector with innovative energy efficiency and resource conservation solutions. EnSave provides agricultural producers and food processors with cost effective ways to reduce operating costs while saving energy and conserving our nation's natural resources.

EnSave Offers:

### Program Implementation

- Design of agricultural energy efficiency services from pilot projects to statewide, regional, or national programs
- Design, development, and delivery of program marketing materials
- Development of enrollment strategies
- Aggregation of the hard-to-reach and underserved agricultural sector
- Design of flexible payment structures (time and materials and performance-based)
- Development of incentive and rebate strategies
- Analysis of all fuels used in food production and processing
- Analysis of greenhouse gas emission reductions derived from energy savings
- Reporting of energy savings and other program delivery metrics

### Farm Energy Audits

- We complete audits according to a five step process (initial interview, data collection, data analysis, report generation, follow up interview)
- Audits meet the American Society of Agricultural and Biological Engineers Energy Audit Standard
- Audits are developed using EnSave's AutoAudit™ software, which has been used to create over 2,000 farm energy audits

## Energy Training

- Farm energy audit data collection training (used by 17 states)
- Agricultural energy efficiency training
- Classroom and on farm training
- Remote web cast training

## Consulting

- Market research and analysis
- Energy efficiency potential studies
- Expanding markets for new and innovative technologies
- Survey design and development

EnSave's clients include state and federal energy and environmental agencies, investor-owned utilities, and rural electric cooperatives. EnSave implements its programs by developing relationships with equipment manufacturers, local equipment dealers and the local agricultural community. Ultimately, these programs promote economic investment in the rural economy and improve the quality of America's land, air, and water.

## **Customer Information**

### **1a. Awarded Special Item Numbers**

#### **871-202: Energy Management Planning and Strategies**

EnSave can design, implement, and administer programs to capture energy savings from the agricultural sector.

Under this SIN, EnSave provides consulting services to identify strategies for energy savings within the agricultural sector. This SIN may include, but is not limited to:

A four-phase Comprehensive Energy Management Solution consisting of all four phases of an energy project and could pertain to a variety of energy projects that include, but are not limited to, renewable energy, sustainable energy, and energy efficient buildings certification programs such as LEED.

1. Consulting/Auditing/Energy Management Solutions - This includes the strategic planning, energy assessments e.g. feasibility, vulnerability and other detailed assessments, developing and executing of energy audits, audit plans, renewable energy surveys and energy management solutions.
2. Concept Development and Requirements Analysis - This includes the analysis of the audit results and outlined requirements to design a detailed energy management project concept.
3. Implementation and Change Management - This includes the implementation and integration of more energy efficient practices and systems and training in using them effectively.
4. Measurement and Verification - This includes the performance assessment and measurement of the effectiveness and energy efficiency of the project and can include long term monitoring, verification of savings and benchmarking.

#### **871-203: Training on Energy Management**

Under this SIN, EnSave can provide training on a variety of energy management topics. We have conducted several dozen trainings for energy audit data collectors, which enable people to visit the farm site in order to collect data to support energy audits.

We also provide training about agricultural energy efficiency, which can be geared to either a technical audience or a more general audience.

This SIN may include, but not limited to, reducing energy consumption, mitigating risk with energy systems, operating systems efficiently, making energy efficient system choices, and energy efficient buildings certification programs such as LEED

#### 871-207: Energy Audit Services

Under this SIN, EnSave can provide energy audits to support the agricultural and food processing sectors. Energy audits range from cursory to complex, depending upon the level of detail desired. Energy audits include an initial interview, data collection, data analysis, written recommendations, and follow-up interview. Energy audits can look at only one fuel type, or all fuels.

This SIN may include, but is not limited to, developing, executing, and reporting on audit plans and/or perform energy and water audit services. Energy audits may range from cursory to comprehensive. Including, but not limited to data collection, data analysis, benchmarking with tools such as Energy Star, and written recommendations of suggested upgrades of electrical and mechanical infrastructure, including their impact on energy consumption and pollution can include recommendations for using alternative Energy Sources. Energy efficient buildings certification programs such as LEED may be included.

#### 871-208: Resource Efficiency Management

Under this SIN, EnSave can provide programs and consulting services to identify ways to conserve natural resources, such as water. This consulting can also identify ways to reduce pollution of natural resources.

This SIN may include, but not limited to, providing information on possible steps that will improve energy efficiency. This information shall include estimates of cost savings and environmental benefits. This includes onsite analysis of current operations, equipment, and energy purchasing patterns. This may include the services of a resource efficiency advocate for individual or aggregated building(s) in order to maximize resource efficiency. Energy efficient buildings certification programs such as LEED may be included.

#### **1b. Pricing data**

Please see Attachment A.

#### **1c. Job titles for commercial rates**

Please see Attachment B.

#### **2. Maximum order**

\$1,000,000

#### **3. Minimum order**

\$100

#### **4. Geographic coverage (delivery area)**

Nationwide, domestic

#### **5. Point of production**

Richmond, Vermont

**6. Discount from list price**

17%

**7. Quantity discount**

None

**8. Prompt payment terms**

Net 30

**9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold**

Yes

**9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold**

Yes

**10. Foreign items**

None

**11a. Time of delivery**

EnSave will respond to all business inquiries within two business days.

**11b. Expedited delivery**

As noted in our price list (Attachment A), all services are available for expedited delivery.

**11c. Overnight and 2-day delivery**

Please contact EnSave for rates.

**11d. Urgent requirements**

For urgent requirements, EnSave will make every effort to respond in the shortest time possible.

**12. F.O.B. point**

Destination

**13a. Ordering address**

Please contact EnSave at:

EnSave, Inc.

Attn: Amelia Gulkis, Program Development Manager

65 Millet Street, Suite 105

Richmond, VT 05477

Phone: (802) 434-1826

Email: [ameliag@ensave.com](mailto:ameliag@ensave.com)

Fax: (802) 434-7011

**13b. Ordering procedures**

Contact EnSave at the address shown in Section 13a above.

**14. Payment address**

Payment should be forwarded to the following address:

EnSave, Inc.

Attn: Bruce Jones, Finance Manager

65 Millet Street, Suite 105

Richmond, VT 05477

Phone: (802) 434-1824

Email: [brucej@ensave.com](mailto:brucej@ensave.com)

Fax: (802) 434-7011

EnSave accepts Government Commercial Credit Cards.

**15. Warranty provisions**

None

**16. Export packing charges**

Not applicable

**17. Terms and conditions of Government purchase card acceptance**

No special terms and conditions

**18. Terms and conditions of rental, maintenance, and repair**

Not applicable

**19. Terms and conditions of installation**

Not applicable

**20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices**

Not applicable

**20a. Terms and conditions for any other services**

Not applicable.

**21. List of service and distribution points**

Not applicable

**22. List of participating dealers**

Not applicable

**23. Preventative maintenance**

Not applicable

**24a. Special attributes, such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants)**

Not applicable

**24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location).**

Not applicable

**25. Data Universal Number System (DUNS) Number**

037717373

**26. Notification regarding registration in Central Contractor Registration (CCR) database**

EnSave is registered in the Central Contractor Registration database.

## Attachment A: Pricing Data

Labor Category	2009 Commercial Labor Rate	GSA Price
Senior Associate I	\$173.00	\$143.59
Senior Associate II	\$147.00	\$122.01
Associate I	\$100.00	\$83.00
Associate II	\$84.00	\$69.72
Program Administrator	\$74.00	\$61.42

## **Attachment B: Job Titles**

### Senior Associate I

\$143.59/hr

Independently manage projects with minimal oversight, provide independent engineering or technical analysis.

Minimum 10 years experience in similar role, *or* bachelor's degree required, masters degree in relevant field preferred.

### Senior Associate II

\$122.01/hr

Independently manage projects with minimal oversight, provide independent professional expertise, whether scientific, financial, or technical.

Minimum 10 years experience in similar role, bachelor's degree preferred.

### Associate I

\$83.00/hr

Independently manage projects with periodic oversight.

Minimum 3 years experience in similar role, bachelor's degree preferred.

### Associate II

\$69.72/hr

Manage tasks with periodic supervision, bachelor's degree preferred, can substitute 3 years relevant experience for bachelor's degree.

### Program Administrator

\$61.42/hr

Manage tasks with regular supervision, bachelor's degree preferred, high school diploma required.