1. The Energy Performance Contract Request for Proposal (RFP) 1213-4-10 required bidders to submit proposals structured on two aspects: a feasibility study of energy savings opportunities and/or revenue generation opportunities for Buildings B, K and M complete with technical details of proposed investments in those buildings; and, an estimate of the potential savings/revenue generation for the remainder of the Woodroffe Campus. This approach balanced bidder investment risks at the bidding stage while providing the College's management sufficient data to assess the technical aspects of the proposals, the innovation of the company's proposal and the potential value of the bid to the College.

2. The two companies who submitted proposals are Ameresco and Siemens. In summary, both companies submitted technically solid and financially robust proposals that meet or exceed the requirements of the RFP. There are considerable differences in the proposals as summarized in the following table.

Table – Summary of the Highlights of Proposals

Detail	Ameresco	Siemens
Investment, inclusive taxes	$15.5M	$51.6M
Estimated annual utility savings	$775K	$1.7M
Estimated annual revenue generation	$342.5K	$2.0M
Ratio of investment to savings + revenue	1:13.8	1:13.9
Proposed investment in deferred maintenance liability, currently assessed at $41.9M (based on June 2010 submission to MTCU, adjusted by 2012 VFA data)	$7M	$22M
Proposed annual accrual (savings + revenues) to the College during 20 year payback period	$77.4K	$373.5K
Estimated reduction of greenhouse gases (logic model is assessed as valid; detailed calculations not provided by bidders)	1,807 T	5,371 T
Proposed magnitude of photo-voltaic generation for application to Ontario's FIT program	500 Kw	3,000 Kw
Summary of the approach used by the bidder to generate energy savings and to generate revenue	Defined energy savings and revenue generation	Defined energy savings and revenue generation by transformation of the College to a net producer of energy via co-generation plant
Basis for technical approach	Aware of Algonquin; however, most proposals are based on lessons learned at other	Intimate current knowledge of Algonquin, leveraging existing partnership and operations,

	institutions	amplified by lessons learned at other institutions
Approach to innovation	Conservative approach; during 1:1 meeting, they had to be convinced to bid in the $10-15M range	Innovative approach, especially co-gen and behavioural modification proposals
Appetite for risk as shown in proposal	Low	High
Approach to risk mitigation	Technical modifications to College infrastructure are conservative and achievable	1. Technical modifications are ambitious yet achievable; 2. Savings and revenues projections guaranteed
Selection Committee Assessment	1. Meets RFP 2. Addresses energy-related deferred maintenance issues, behaviour modification and limited electricity generation (solar power) 3. Wants to do business with us	1. Exceeds RFP 2. Addresses energy-related and other deferred maintenance issues, behaviour modification and robust electricity generation (co-gen plant and solar power) 3. Wants to partner with us
Additional components	Invest in Algonquin Foundation ($10K), student coop placements, student education	Invest in Applied Research and in education competitions, leverage Siemens/Algonquin relationship to increase enrolment and support Digital College. Anticipated contribution expected to be greater than other leading proponent.

3. Due Diligence checks:

- Deloitte has validated that both proposals are “off balance sheet”.
- Finances – VP Administration and Director Finance have validated Selection Committee’s assessment of the details, including bidder’s conceptual profit margin. Both proposals make sense from both the bidder and College perspectives.

4. Recommended bidder: Siemens

5. Next Steps

- Seek Board of Governors approval on August 2, 2012
- Once approved, management issue Letter of Intent to preferred bidder on August 3, 2012
- Detailed feasibility study by preferred company within 90 days of Letter of Intent
- Concurrently, preferred company initiates FIT application per Provincial process
- Contract negotiations and contract award once detailed feasibility study is submitted, assessed and approved by Board of Governors

Selection Committee: John Tattersall P.Eng., Udo Friesen P.Eng., Grant Perry CGA, Rodney Wilts LEED (BuildGreen)

Dated: July 27, 2012