

BOC Meeting Date
12/18/2019**Requesting Agency**

Real Estate and Asset Management

Commission Districts Affected

All Districts

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval of Statewide Contracts - Department of Real Estate and Asset Management, SWC#99999-SPD-ES40199411-02 and SWC #99999-001-SPD-0000099-0002, Natural Gas Services Provider for Firm Accounts and Interruptible Account in the amount of \$660,000 with Scana Energy Marketing, Inc. (Atlanta, GA), to provide natural gas services to County facilities. Effective dates: from January 1, 2020, through December 31, 2020.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-459, requests for approval of statewide contracts of more than \$49,999.99 shall be forwarded to the Board of Commissioners for approval.

Is this Item related to a Strategic Priority Area? *(If yes, note strategic priority area below)*

Yes All People trust government is efficient, effective, and fiscally sound

Is this a purchasing item?

Yes

Summary & Background*(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)*

Scope of Work: This contract provides natural gas services to all County facilities which include 121 firm delivery accounts and one (1) interruptible account for the Fulton County Jail Complex for fiscal year 2020. The cost for this natural gas services contract is projected based on the consumption during the previous year and both the fixed firm/ fixed interruptible accounts and adjusted for inflation and escalating gas prices for projected usage for the next 12 months.

In using the statewide contract for natural gas, the County is able to save money on the fluctuating cost of natural gas by participating in volume buying.

Key benefits of utilizing the statewide contract includes:

- Aggregated volume under SWC reduces gas costs; more than 0.20 per them below prices for commercial non- contract customers.
- Provides tool to capture, identify, audit and track natural gas use by individual account.
- Georgian Environmental Finance Authority (GEFA), the State's energy office expert, assists with contract management oversight services.
- Customized contracts for each customer structured to achieve best value based on facility service needs.
- Professional Statewide Natural Gas Program Manager assigned to administer contract.

Agency Director Approval**County Manager's
Approval**

Typed Name and Title

Felicia Strong-Whitaker, Director

Phone

(404) 612-5800

Signature

Date

- Efficient coordination using expert in the field to interface between suppliers and program participants. This ensures premium customer service and quick problem resolution.
- Manager monitors/audits contract compliance to include verification of monthly billing/invoices
- Benchmark costs and total savings tracked/trended for each customer.

Interstate Pipeline \$ per DDC per Month:

Scana Energy	DDDC Factor \$/DDDC/Month	
Pool	ATL	TRA
\$/DDDC	\$5.00	\$3.50

Volumetric Adder for 2020:

Scana Energy	Nov 2019 thru Oct 2020 SOG Rates	
	Volumetric Transport Adder in \$/therm	
Load Factor Range	Atlanta	Transco
	0.00950	0.00652
<=10%	0.0599	0.0241
Mid Pt. 13%	0.0589	0.0256
Mid Pt. 19%	0.0509	0.0261
Mid Pt. 27%	0.0459	0.0281
Mid Pt. 39%	0.0439	0.0281
Mid Pt. 53%	0.0429	0.0291
Mid Pt. 72%	0.0409	0.0301
>72%	0.0409	0.0301

Community Impact: This service is necessary for the comfort of the patrons and employees in County facilities.

Department Recommendation: The Department of Real Estate and Asset Management recommends approval to utilize the Statewide Contract to provide natural gas services to all County facilities which include 121 firm delivery accounts and one (1) interruptible account for the Fulton County Jail Complex for fiscal year 2020.

Historical Expenditures:

- FY2019: The County expenditures as of 11/15/2019: \$489,382.33
- FY2018: The County spent \$790,258.26
- FY2017: The County spent \$499,614.84

Project Implications: This contract provides natural services at all County facilities, including the Fulton County Jail Complex. Disconnection in gas services would force our facilities to shut down immediately and would limit the services that can be provided to our citizens.

Community Issues/Concerns: None that the Department is aware of.

Department Issues/Concerns: If this contract is not approved, the County facilities will not have natural gas services.

Continued

History of BOC Agenda Item: This is a new request.

Contract & Compliance Information	<i>(Provide Contractor and Subcontractor details.)</i>
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Solicitation Information	NON-MFBE	MBE	FBE	TOTAL
No. Bid Notices Sent:				
No. Bids Received:				
Total Contract Value	.			
Total M/FBE Values	.			
Total Prime Value	.			
Fiscal Impact / Funding Source <i>(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)</i> 100-999-S666-1492: General, Non-Agency, Gas- \$660,000 "Subject to availability of funding adopted for FY2020 by BOC"				
Exhibits Attached <i>(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)</i> Exhibit 1: Natural Gas Firm Benefits Sheet Exhibit 2: SWC#99999-SPDES40199411-02- Firm & SWC#99999-001-SPD-0000099-0002-Interruptible Exhibit 3: Contractor's Performance Report Exhibit 4: Justification Form for Statewide Use- Natural Gas Services				
Source of Additional Information <i>(Type Name, Title, Agency and Phone)</i> Joseph N. Davis, Director, Department of Real Estate and Asset Management, (404) 612-3772				

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

Continued

Procurement**Contract Attached:**
Yes**Previous Contracts:**
No**Solicitation Number:**
SWC#99999-SPD-
ES40199411-02 and
SWC #99999-001-
SPD-0000099-0002**Submitting Agency:**
Department of Real
Estate and Asset
Management**Staff Contact:**
Harry Jordan**Contact Phone:**
(404) 612-5933**Description:** Approval to utilize statewide contracts to provide natural gas services to Fulton County facilities for FY2020.**FINANCIAL SUMMARY****Total Contract Value:**

Original Approved Amount: .
 Previous Adjustments: .
 This Request: \$660,000.00
 TOTAL: \$660,000.00

MBE/FBE Participation:

Amount: . %: .
 Amount: . %: .
 Amount: . %: .
 Amount: . %: .

Grant Information Summary:

Amount Requested: . ☐ Cash
 Match Required: . ☐ In-Kind
 Start Date: . ☐ Approval to Award
 End Date: . ☐ Apply & Accept
 Match Account \$: .

Funding Line 1:

100-999-S666-1492:
 \$660,000.00 "Subject
 to availability of
 funding adopted for
 FY2020 by BOC"

Funding Line 2:

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Funding Line 3:

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Funding Line 4:

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KEY CONTRACT TERMS**Start Date:**

1/1/2020

End Date:

12/31/2020

Cost Adjustment:

.

Renewal/Extension Terms:

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ROUTING & APPROVALS

(Do not edit below this line)

X	Originating Department:	Davis, Joseph	Date: 11/25/2019
X	County Attorney:	Stewart, Denval	Date: 12/10/2019
X	Purchasing/Contract Compliance:	Strong-Whitaker, Felicia	Date: 12/11/2019
X	Finance/Budget Analyst/Grants Admin:	Whitted, Ivan	Date: 12/3/2019
.	Grants Management:	.	Date: .
X	County Manager:	Anderson, Dick	Date: 12/11/2019



Nathan Deal
Governor

Department of
Administrative Services
Customer Focused, Performance Driven

Sid Johnson
Commissioner

Benefits Sheet

The Georgia Department of Administrative Services, State Purchasing Division, has established a Statewide Contract (SWC) for Natural Gas -Firm Service with two suppliers *Gas South and Scana Energy Marketing, Inc. The supplier is specified by area or pool group: Gas South was awarded Atlanta and Transco (NE GA) areas and SCANA Energy all other areas served by Atlanta Gas Light Company.*

This is a **MANDATORY CONTRACT** for all State of Georgia governmental entities subject to the State Purchasing Act. The statewide contract is also available on a convenience basis to other Governmental Entities such as state authorities, local government, municipalities, cities, townships, counties and other political subdivisions of the State of Georgia.

The purpose of this contract is to provide firm service delivery of natural gas for General Service (G-11) accounts on the Atlanta Gas Light Company (AGLC) System. Firm Service refers to a type of service offered to customers under schedules or contracts which anticipate no interruptions, while General Service or G-11 is the term commonly used to identify general commercial type service accounts. This contract is the result of the Georgia Natural Gas Procurement Program initiative established to provide leadership and management of natural gas while focusing on the principal goal of stimulating competition between the service providers for the State.

Key benefits of the contract include:

- Aggregated volume under SWC reduces gas costs; more than 20¢ per therm below per therm prices for commercial non-contract customers.
- Provides tool to capture, identify, audit and track natural gas use by individual account.
- Customized contracts for each customer structured to achieve best value based on facility service needs.
- Professional Statewide Natural Gas Program manager assigned to administer contract.
- Efficient coordination using an expert in the field to interface between suppliers and program participants. This ensures premium customer service & quick problem resolution.
- Manager Monitors/audits contract compliance to include verification of monthly billing/invoices.
- Benchmark costs and total savings tracked/trended for each customer.
- Georgia Environmental Finance Authority (GEFA), the State's energy office expert, assists with contract management oversight.

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Statewide Contract Information Sheet

NIGP Code 40513

Name of Contract: Natural Gas, Interruptible Service

Effective Date:	11/01/2013
Expiration Date:	10/31/2014
Renewal #1:	11/01/2014
Expiration Date:	10/31/2015
Renewal #2:	11/01/2015
Expiration Date:	10/31/2016

This contract was renewed with
no price changes Notation made
by Dr. Carl Hall 9/17/2015

Renewal #2:	11/01/2016
Expiration Date:	10/31/2017

This contract was renewed with
no price changes

Extension #2:	11/01/19
Expiration Date:	10/31/2020

Contract Information for Vendors

SCANA Energy Marketing, Inc (SEMI)	Page 2
Renewals/Extensions/Changes	Page 3
Contract Ordering Instructions	Page 4

Vendor Information Sheet

Vendor Name:
Scana Energy Marketing Inc.

Contract Information	
Statewide Contract Number	99999-001-SPD-0000099-0002
Contract Name	Natural Gas, Interruptible Service
PeopleSoft Vendor Number	0000028421 Location Code 1 001
Vendor Name & Address	
Scana Energy Marketing Inc. 3340 Peachtree Road NE Ste 2150 Atlanta, GA 30326	
Contract Administrator: Dr. Carl Hall, 404-657-4254, carl.hall@doas.ga.gov	
Sales Contact: Robert Edwards Telephone: 803- 217-1368 E- mail: redwards@scana.com	
Contract Details	
Ordering Information	See "Contract Instructions" page
Remitting Information	Scana Energy Marketing Inc. PO Box 100157 Columbia, SC 29202-3157
Delivery Days	N/A
Discounts	N/A
Payment Terms	Net 30
Bid offer includes	State and Local Government
Acceptable payment method	Purchasing Card may be used for purchases under this contract.
Special Terms and Conditions	See "Contract Instructions" page
Ordering Instructions	See "Contract Instructions" page
Product/Pricing Schedule	N/A

19-1141

Statewide Information Sheet Statewide NIGP Code 40513

Name of Contract Natural Gas, Interruptible
Service

Effective Date Effective Date: 11/01/2013
Expiration Date: 10/31/2014

Renewal #1

Effective Date 11/01/2014
Expiration date 10/31/2015

Renewal #2

Effective Date 11/01/2015
Expiration date 10/31/2016

This contract was renewed with no price
changes Notation made by;
Dr. Carl Hall 9/17/2015

Contract Ordering Instructions: Natural Gas Interruptible Service (ID) Rate

These instructions are for ordering new natural gas interruptible delivery service on the statewide contract at all facilities located on the Atlanta Gas Light Company (AGLC) distribution system. Two new contracts were awarded for the base year beginning November 1, 2013 and ending October 31, 2014. The State has four one-year renewal options. The new contract numbers and suppliers are:

- **99999-001-SPD-0000099-0001 for Gas South**
- **99999-001-SPD-0000099-0002 for Scana Energy Marketing**

This contract is mandatory for any State facility(s) requiring "Interruptible and Firm Natural Gas Service" under AGLC's ID Rate. For other authorized users, including cities, counties and local boards of education, it is offered as a convenience contract. Please see attached pool group map showing the suppliers by area.

The State has a joint venture contract with Utilities Analyses, Inc. and W. Brent Phelts, P.E. as the Georgia Natural Gas Program Administrator to develop and manage deregulated natural gas services for all program participants.

To initiate service and inquire about the natural gas services, the Program Manager requests each new or prospective participant call or email with your base agency and group information to initiate service. An agency sign up form will be provided by Mr. Phelts.

Required base account and group information must include:

- Name of agency and facility locations requiring service
- Contact for the agency: name, phone number and e-mail address
- List of accounts and Atlanta Gas Light Company account numbers,
 - This is a 10 digit number specifically identified as AGLC #. on each invoice,
- Billing address (as shown on invoice/bill or preferred bill address)

Optional information:

A copy of a winter and summer invoice with daily metered worksheets per facility may be scanned and emailed to Mr. Phelts as a replacement for the above information. Please be considerate and conserve paper resources.

Information from your account data will be used to determine the transport rate under the statewide contract and the benefits for the agency. The Program Manager will monitor all accounts for contract compliance as your natural gas agent.

Exact price terms can be provided after all accounts are evaluated for load factors. This requires significant effort with the supplier downloading at least 12 months history to determine the SWC transport rate.

To initiate service for your facility(s) please contact:

Brent Phelts, Phone: 404-271-7077, FAX: 404-252-2005, E-mail: wphelts@mindspring.com

Or by mail:

W. Brent Phelts, PE, P.O. Box 20461, Atlanta, Georgia 30325 or

Utilities Analyses, Inc., c/ o Brent Phelts, 450 Old Peachtree Road, Suite 103, Suwanee, Georgia 30024

Statewide Contract Information Sheet

NIGP Code 40513

Name of Contract: Natural Gas, Firm G-11

Effective Date:	11/01/2013
Expiration Date:	10/31/2014
Renewal #1:	11/01/2014
Expiration Date:	10/31/2015
Renewal #2:	11/01/2015
Expiration Date:	10/31/2016
Renewal #3:	11/01/2016
Expiration Date:	10/31/2017
Extension #2:	11/01/2019
Expiration Date:	10/31/2020

Contract Information for Vendors

SCANA Energy Marketing, Inc (SEMI)
Page 3 Contract Ordering Instructions

Page 2 Renewals/Extensions/Changes
Page 4

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1

Vendor Name:
Scana Energy Marketing Inc.

Contract Information	
Statewide Contract Number	99999-SPD-ES40199411-02
Contract Name	Natural Gas, Firm G-11
PeopleSoft Vendor Number	1 001 0000028421 Location Code
Vendor Name & Address	
Scana Energy Marketing Inc. 3340 Peachtree Road NE Ste 2150 Atlanta, GA 30326	
Contract Administrator: Dr. Carl Hall, 404-657-4254, carl.hall@doas.ga.gov	
Sales Contact: Robert Woody Telephone: 404-760-6204 Fax: 404-760-6248	
Contract Details	
Ordering Information	See "Contract Instructions" page
Remitting Information	Scana Energy Marketing Inc. PO Box 100157 Columbia, SC 29202-3157
Delivery Days	N/A
Discounts	N/A
Payment Terms	Net 30
Bid offer includes	State and Local Government
Acceptable payment method	Purchasing Card may be used for purchases under this contract.
Special Terms and Conditions	See "Contract Instructions" page
Ordering Instructions	See "Contract Instructions" page
Product/Pricing Schedule	N/A

19-1141

Statewide Information Sheet Statewide NIGP Code 40513

Name of Contract Natural Gas, Firm G-11
Service

Effective Date Effective Date: 11/01/2013
Expiration Date: 10/31/2014

Renewal #1

Effective Date 11/01/2014
Expiration date 10/31/2015

Renewal #2

Effective Date 11/01/2015
Expiration date 10/31/2016

Renewal #3

Effective Date 11/01/2016
Expiration Date 10/31/2017

This contract was renewed with no price
changes Notation made by; Dr. Carl Hall
9/17/2015

Contract Ordering Instructions: Natural Gas Firm Service AGLC Rate G-11

These instructions are for ordering new natural gas firm delivery service on the statewide contract at all facilities located on the Atlanta Gas Light Company (AGLC) distribution system. Two new contracts were awarded for the base year beginning November 1, 2013 and ending October 31, 2014. The State has four one-year renewal options. The new contract numbers and suppliers are:

- **99999-SPD-40199411-01 for Gas South**
- **99999-SPD-40199411-02 for Gas North**

This contract is mandatory for any State facility(s) requiring "Firm Natural Gas Service" under AGLC's Rate G-11. For other authorized users, including cities, counties and local boards of education, it is offered as a convenience contract. Please see attached pool group map showing the suppliers by geographic area.

The State has a joint venture contract with Utilities Analyses, Inc. and W. Brent Phelts, P.E. as the Georgia Natural Gas Program Administrator to develop and manage deregulated natural gas services for all program participants.

To initiate service and inquire about the natural gas services, the Program Manager requests each new or prospective participant call or email with your base agency and group information to initiate service. An agency sign up form will be provided by Mr. Phelts.

Required base account and group information must include:

Name of agency and facility locations requiring service

Contact for the agency: name, phone number and e-mail address

List of accounts and Atlanta Gas Light Company account numbers, o This is a 10 digit number specifically identified as AGLC #. on each invoice, Billing address (as shown on invoice/bill or preferred bill address)

Optional information:

A copy of the most recent gas bill per facility may be scanned and emailed to Mr. Phelts as a replacement for the above information. Please be considerate and conserve paper resources.

Information from your account data will be used to determine the transport rate under the statewide contract and the benefits for the agency. The Program Manager will monitor all accounts for contract compliance as your natural gas agent.

Exact price terms can be provided after all accounts are evaluated for load factors. This requires significant effort with the supplier downloading at least 12 months history to determine the SWC transport rate.

To initiate service for your facility(s) please contact:

Brent Phelts, Phone: 404-271-7077, FAX: 404-252-2005, E-mail: wphelts@mindspring.com Or by mail:

W. Brent Phelts, PE, P.O. Box 20461, Atlanta, Georgia 30325 or

Utilities Analyses, Inc., c/o Brent Phelts, 450 Old Peachtree Road, Suite 103, Suwanee, Georgia 30024

Pool Group Map

Atlanta Gas...ight

Gas South -F

Scana-F/1D

Seana-ID

Gas South-F
Scana-ID

- Limited Access Highway
- LNG Plants**
- Cherokee LNG
 - if; MaconLNG
 - RiverdaleL.NG
- Interstate Pipelines**
- East Tennessee Natural Gas Co
 - Southern Natural Gas Co
 - Southern Natural Gas Co (SqNG)
 - Transcontinental GasPipelineCorp
- AGLC Pool Groups**
- Atlanta
 - Augusta
 - Brunswick
 - Ex-Atl.SNG
 - Ex-AU Transco
- Macon**
- Rome
 - Savannah
 - valdosta

s cana
fild

Scana-F/ID

Scana-F/ID

Scana-F
Gas South-ID

Scana-F/ID

Scana-F/ID

**INTEROFFICE MEMORANDUM**

TO: Felicia Strong-Whitaker, Director, Purchasing and Contract Compliance

FROM: Joseph Davis, Director, DREAM 

DATE: November 21, 2019

SUBJECT: Contractor's Performance Report – Scana Energy Marketing, Inc.

The Contractor listed below to our knowledge has never provided any professional goods or services to Fulton County's Department of Real Estate and Asset Management:

PROJECT: Natural Gas Services Provider

PROJECT NO.: SWC #99999-SPDES40199411-02- Firm Accounts
SWC #99999-001-SPD-0000099-0002- Interruptible Account

CONTRACTOR: Scana Energy Marketing, Inc.
3340 Peachtree Road NE, Ste 2150
Atlanta, GA 30326

POC: Mr. Robert Edwards

PHONE: (803) 217-1368

EMAIL: redwards@scana.com

If you have any questions, please contact Harry Jordan at (404) 612-5933

JD/FT/haj

C: Florene Thornton, Financial Administrator, DREAM

COOPERATIVE PURCHASING/STATEWIDE/GSA

USE JUSTIFICATION FORM

Department Name: Department of Real Estate and Asset Management

Contract # and Title: SWC #99999-SPD-ES40199411-02- Firm Accounts & SWC #99999-001-SPD-0000099-0002- Interruptible Account, Natural Gas Services

Date: November 21, 2019

In order to utilize the use of cooperative purchasing, statewide or a GSA contract the User Department is responsible for providing the following justification information:

1. Provide justification for the use of the cooperative purchasing/statewide/GSA contract your department would like to utilize:

This contract will provide natural gas services to all County facilities which include 121 firm delivery accounts and one (1) interruptible account for the Fulton County Jail Complex through December 2020. The cost for this natural gas services contract is projected based on the consumption during the previous year and both the fixed firm/ fixed interruptible accounts and adjusted for inflation and escalating gas prices for projected usage for the next 12 months.

In using the statewide contract for natural gas, the County is able to save money on the fluctuating cost of natural gas by participating in volume buying.

The benefits of this contract are as follows:

- Aggregated volume under SWC reduces gas costs; more than 20¢ per therm, which is below per therm prices for commercial non-contract customers.
- Provides tools to capture, identify, audit and track natural gas use by individual account.
- Customized contracts for each customer structured to achieve best value based on facility service needs.
- Provides a Professional Statewide Natural Gas Program Manager assigned to administer the contract.

- Efficient coordination using an expert in the field to interface between suppliers and program participants. This ensures premium customer service & quick problem resolution.
 - A Manager that monitors/audits contract compliance to include verification of monthly billing/invoices.
 - Benchmark costs and total savings tracked/trended for each customer.
 - Use of the Georgia Environmental Finance Authority (GEFA), the State's energy office expert, to assist with contract management oversight.
2. Attach a copy of the cooperative purchasing/statewide/GSA contract document or the contract information.
- See Attached
3. Provide an explanation regarding the cost analysis conducted and why utilizing this contract is best value. Costs must be analyzed to ensure that the use is best value for the County. (check all appropriate)
- X leveraging benefits of volume purchasing
 - X volume discounts
 - X service delivery requirement advantages
 - X reduction of cycle times
 - X enhanced service specification

Additional information: