



Finance Department Purchasing Services

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Non-Competitive Selection Request

Requisition Number

Fund
1400 CAPITAL PROJECT

Major
546** Consulting/Professional Services

Agency
Mayor

Total Purchase Amount
\$ 235,000.00

Vendor Name
Sustain Dane, Inc.

Product/Service Description
Implement the DOE Energy Future Grant

Exception Criteria

2. The services or goods required are available from only one person or firm (i.e., true sole source).
7. A particular consultant has provided services to the City on a similar or continuing project in the recent past, and it would be economical to the City on the basis of time and money to retain the same consultant.

Reason For Request

The City of Madison successfully applied for funding through the U.S. Department of Energy's Energy Future Grant program for a project titled, "Growing the Efficiency Navigator Program – An innovative and inclusive energy program for affordable multifamily housing in Wisconsin." These funds will be used to grow the supported peer learning network, develop communication and technical resources, and train the workforce necessary to scale up the Efficiency Navigator program (EN) - both increasing the number of households served by the program in Dane County communities and enabling the launch of additional programs in communities across Wisconsin.

The City of Madison collaborated with five project partners, including Sustain Dane to develop the grant

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proposal. Sustain Dane was named as a community partner in the grant and is committed to their roles and actions as described in the grant proposal.

On June 18, 2024 (RES-24-00404), the Common Council supported application for this grant and, if awarded, authorized the amendment of the budget and execution of associated grant agreements with the U.S. DOE and distribution of sub-awards to Sustain Dane, Inc., Elevate Energy, Inc., and the cities of Fitchburg, Middleton, and Sun Prairie.

This non-competitive selection request is for the portion of the project allocated to Sustain Dane in the amount of \$235,000 to serve on the project's leadership team, create an online hub to serve communities that have or are interested in starting an EN program, create communication toolkit and strategy to build support for the EN program, and lead stakeholder workshops to raise awareness about the EN program.

Sustain Dane has administered the Efficiency Navigator program in partnership with the City of Madison since 2021. Non-competitive sole source contracts were awarded to Sustain Dane to administer the Efficiency Navigator program by the Common Council on July 20, 2021 (RES-21-00519) for \$246,595 of grant funding from the Wisconsin Office of Energy Innovation; on August 31, 2021 (RES-21-00610) for \$10,000 from Healthy Babies Bright Futures and \$61,786 from the Urban Sustainability Directors Network (USDN); on March 7, 2023 (RES-23-00193) for \$220,500 of federal Community Development Block Grant (CDBG) and \$250,000 of American Rescue Plan Act of 2021 (ARPA) State and Local Fiscal Recovery Funds (SLFRF) (RES-23-00193); and on February 13, 2024 (RES-24-00101) for \$250,000 of funds from the Sustainability and Resilience capital budget.

Requestor

Price, Jessica M

Comments

Since 2015, the City of Madison has paid Sustain Dane a total of \$1,682,213. Of that amount, \$1,619,030 was non-competitively selected, \$24,807 was competitively selected, and the remaining \$38,376 was made up of small purchases each below the threshold requiring competitive selection.