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50 cents

Silver Lake firm first in Ohio to attain GSA contract

by **Phil Keren**

Editor

SILVER LAKE — A local independent energy consulting company has become the first in the state to receive a federal government General Services Administration contract.

Think Energy Management LLC, based in Silver Lake,

recently announced that it was awarded a five-year contract with GSA for energy engineering services.

Richard G. Lubinski, president of Think Energy Management LLC, said 59 other companies worldwide have a contract, but noted this is the first GSA energy services contract

awarded to an Ohio energy consulting firm. The contract will start immediately and run for five years, said Lubinski, who noted the GSA will have the option to renew the contract for another five years.

“We are pleased to be awarded a five-year GSA ... energy management program

support and ... energy audit services contract,” said Lubinski in a media release. “As a taxpayer, it is nice to see the federal government streamline its procurement process and have a serious commitment to reducing its energy costs.”

The GSA schedules, or blanket contracts, enables a federal government agency to utilize the preapproved vendors with pre-negotiated rates through a procurement process. The GSA does not endorse any specific product or service.

Through the agreement with GSA, Lubinski said government agencies and offices can set up contracts with Think Energy Management without going through the typical process of sending out requests for proposals and checking references. The company’s qualifications and references were already checked, and the prices were already negotiated through a “very detailed and technical” application process

that lasted about six months, Lubinski said.

“It has great potential,” said Lubinski, who added, “Time will tell how much business is produced.”

The contract can be used by GSA, NASA, the U.S. Armed Forces and various U.S. government departments, Lubinski said.

According to a news release from Think Energy Management, the federal government is the nation’s largest single energy user, with an annual utility cost of \$8 billion. The federal government has mandated all government agencies reduce their energy consumption by 30 percent based on their 1985 energy consumption levels.

Think Energy Management has been providing energy cost savings to regional and national clients in 25 states since 1981.

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