



Creating a better tomorrow. Together.

To: Purchasing Division
From: Jason Caudle, City Manager
CC: George Harris, Finance and IT Director
Date: December 8, 2022
Subject: Sole Source Justification – Enso Advisory Services

Memo: As part of the City’s objective, Enso Advisory Services, LLC (“Enso”), upon Council approval, will continue to advise the City on the Clean Energy Ministerial/DOE H2 Twin Cities Mentor-Mentee program pursuant to a contract awarded in November 2022 for the first 18 months of the proposed five-year program.

H2 Twin Cities is a global initiative connecting cities and communities worldwide to deploy clean hydrogen solutions. The program is designed for the DOE to support cities sharing ideas, mentorship, building a community of renewable hydrogen best practices, and strengthening the global commitment to environmental justice, social equity, and clean energy jobs. The City of Lancaster applied to the program in May 2022.

Enso has already established a working relationship with the City for the past twenty-four months creating essential resources and insight on the City’s key supporters, obstacles, and past contact relationships who’ve provided additional outreach efforts.

In an unofficial capacity, Enso initially supported the City in its application to the Clean Energy Ministerial/DOE H2 Twin Cities Mentor-Mentee Program via introductions to the mayors and key staff of Namie Town, Japan, and Hawai’i County. Enso arranged numerous calls, with translation, and in-person meetings to discuss alignment and goals for the program and interface with DOE and Japanese government agency officials on behalf of the City of Lancaster. Enso assisted the City in planning its first visit by City officials to Japan in August 2022. This visit included extensive promotion of the City at international conferences, high-level meetings with elected officials and agencies, meetings with companies interested in potential direct investments in renewable hydrogen and energy-related projects in Lancaster, and a full agenda of meetings with the Mayor and staff of Namie Town to discuss how the cities could benefit by sharing market information, business opportunities, best practices, contacts, and trade and investment data, to attract companies interested in locating projects and plants.

Enso is the only consultant with previous experience with specific City of Lancaster renewable hydrogen development and is a specialized consultant in developing renewable energy projects. With their extensive knowledge of current renewable hydrogen development, key relationships, and existing resources, bringing on another consultant would contradict any cost savings. Therefore, the City has no cost benefit to obtaining additional quotes from other consultants for this project.