

February 21, 2013



MERRIMACK VALLEY PLANNING COMMISSION

REQUEST FOR PROPOSALS – Solar PV Net Metering Credits

I. INTRODUCTION

The Merrimack Valley Planning Commission (MVPC), on behalf of the Cities and Towns of **Amesbury, Haverhill, Lawrence, North Andover, Newburyport, and West Newbury**, Massachusetts seek proposals from qualified and experienced renewable energy developers (hereinafter the “Proponent(s)”) who will sell to the City/Town solar net metering credits from Proponent-owned or leased sites within the National Grid (NGRID) territory and NEMASS Load Zone. Proposals are sought from entities in the business of financing, installing, owning, operating and maintaining renewable power generation facilities. The Proponents will be fully responsible to design, purchase, install, own, operate, maintain, service and repair the solar PV system(s).

This is NOT a request for proposal to install solar PV equipment on City or Town owned property.

Per Massachusetts General Laws, Chapter 30B §32 and §33, energy contracts are exempt from the public procurement laws of the Commonwealth of Massachusetts. As such, the MVPC and the participating Cities and Towns, at their own discretion, will select an energy provider that they believe, in their own opinion, offers the best value. The MVPC and the participating Cities and Towns are free to negotiate with whatever firms they so choose, in whatever manner they believe is best suited to the MVPC and the participating Cities’ and Towns’ needs. The MVPC and the participating Cities and Towns may continue to solicit additional proposals beyond the stated proposal date listed herein.

The Cities and Towns intend to select and enter into a net-metering credit purchase agreement with the Proponent providing the most advantageous proposal based on the competitiveness of the price quote. See Model Agreement attached.

The Cities and Towns seek proposals for the purchase of Net Metering Credits from one or more qualified Solar Net Metering Facilities. Whereas a qualified Solar Net Metering Facility is defined by 220 CMR §18.02; “Net Metering” is defined as set forth under Mass. General Laws Ch. 164 §§138-140 and 220 CMR §18.00; and “Net Metering Credit”(s) being defined as set forth in 220 CMR §18.00 and as specified in the Distribution Company’s Net

Metering tariffs pursuant to 220 CMR 18.09(2) and 220 CMR 18.09(3); each as may be amended from time to time by a government authority.

The intended contract is to be for the period of 20 years. The successful Proponent shall be required to enter into a contract with the Cities and Towns according to a Net Metering Credit Purchase Agreement.

Proposals must be received via email by 5 PM on March 8th, 2013.

Proposals and Questions regarding this Request for Proposal should be directed to:

Dennis DiZoglio, email: ddizoglio@mvpc.org

Mike Parquette, email: mparquette@mvpc.org

Nancy Lavalley, email: nlavalley@mvpc.org

II. VOLUME

The Cities and Towns requests separate price proposals for aggregated annual volumes of:

- **15,000,000 kWhs**
- **30,000,000 kWhs**
- **45,000,000 kWhs**
- **60,000,000 kWhs**

Electricity generated from projects will be delivered to a suitable electrical grid interconnection point and, through the sale of net metering credits, applied to City and Town accounts. The Proponent will be responsible for all project development costs including but not limited to interconnection studies, local permitting, and any subsequent interconnection and metering costs as well as development of the energy renewable system.

The Proponent will retain all Solar Renewable Energy Certificates (SRECs), Environmental Credits, Tax Credits, and other credits or grants derived from the renewable energy project. The Proponent must comply with all town, state, and federal rules and regulations if awarded the contract.

III. PROPOSAL INSTRUCTIONS

Proposals should be submitted via email to ddizoglio@mvpc.org, mparquette@mvpc.org, and nlavalley@mvpc.org. Proposals should be clearly marked "Solar PV Net Metering Credit Proposal" in the subject line.

IV. CONTENTS OF PROPOSAL

The following items shall constitute a **COMPLETE** proposal:

Qualifications and Experience

A. *Company Profile*

- Location of Corporate and Local Offices
- Number of full time employees, excluding contractors, in local branch office at the time of submittal

B. *Financial Condition of Proponent*

- The Proponent must provide adequate documentation of the company's financial status, current bond rating, or other financial report, to permit the Cities and Towns to assess the Proponent's ability to reliably perform obligations under the expected contract.

C. *List of members of the Project Team*

- Team leader identification and full contact information
- Identification of each business entity, person, or firm involved in the proposal and their role
- Resumes of personnel directly involved with the development of the proposed systems

D. *Solar Project Experience* with particular emphasis on municipalities with which the Proponent has been involved during the last five (5) years, and any project ownership interests.

- Identify solar PV systems installed by your company and operating under a Power Purchase Agreement, start and completion dates, the total capacity of each project (in kW DC), length of a contract, location, and identity of the customer.
- Identify any solar PV systems currently contracted but not yet completed, including the total expected capacity of each project (in kW DC), location, expected capital finance structure, and expected completion date.
- Provide up to three customer references including name, contact information and related project information.
- State whether there is any current litigation regarding any power supply, net metering credit, solar energy development or other related matter involving the Company and any of its subsidiaries or off-balance sheet companies in which it has an interest. If there is any current litigation, provide a discussion of the current litigation.

E. *Methodology of Determining and Guaranteeing Electricity Generation* - Describe the firm's methodology for determining net-metering savings. Provide a measurement and verification strategy for metering electricity generation.

- F. Explain how this proposal will minimize risk and maximize return for the Cities and Towns.
- G. Describe the plan for maintaining the Solar PV installation.

Price Proposal –Proponent shall provide a virtual net metering credit price proposal for the first 20 years of a solar energy project’s commercial operation. The Cities and Towns prefer a fixed price per kWh over the term of the agreement with no inflation or escalator, but will consider other pricing proposals.

The price proposal shall include an annual guaranteed minimum number of net metering credits to be delivered by the project(s) for each of the amounts identified in the Background.

V. REVIEW & SELECTION PROCESS & SCHEDULE

All proposals will be evaluated by an evaluation team made up of individuals from the Cities and Town, the MVPC and the MVPC’s renewable energy consultant. The evaluation team will recommend selected Proponent(s) to present their offers in-person at the MVPC offices. The successful Proponent will be required to execute a contract in a form acceptable to the Cities and Towns.

Tentative Schedule:

February 21, 2013	<i>Request for Proposal Available</i>
March 8, 2013	Deadline for submission of proposals
March 15, 2013	Review team determines whether proposals are complete
Week of March 18, 2013	Review Team meets to review all Non-Price proposals and determine which candidates meet the minimum qualifications
Week of March 25, 2013	Interviews/Presentations to Cities and Towns.
Week of April 8, 2013	Notice of Award